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# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 97

JULY 3, 1937

Number 1

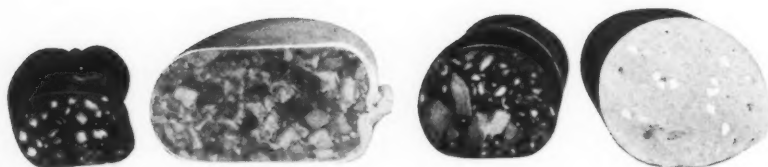


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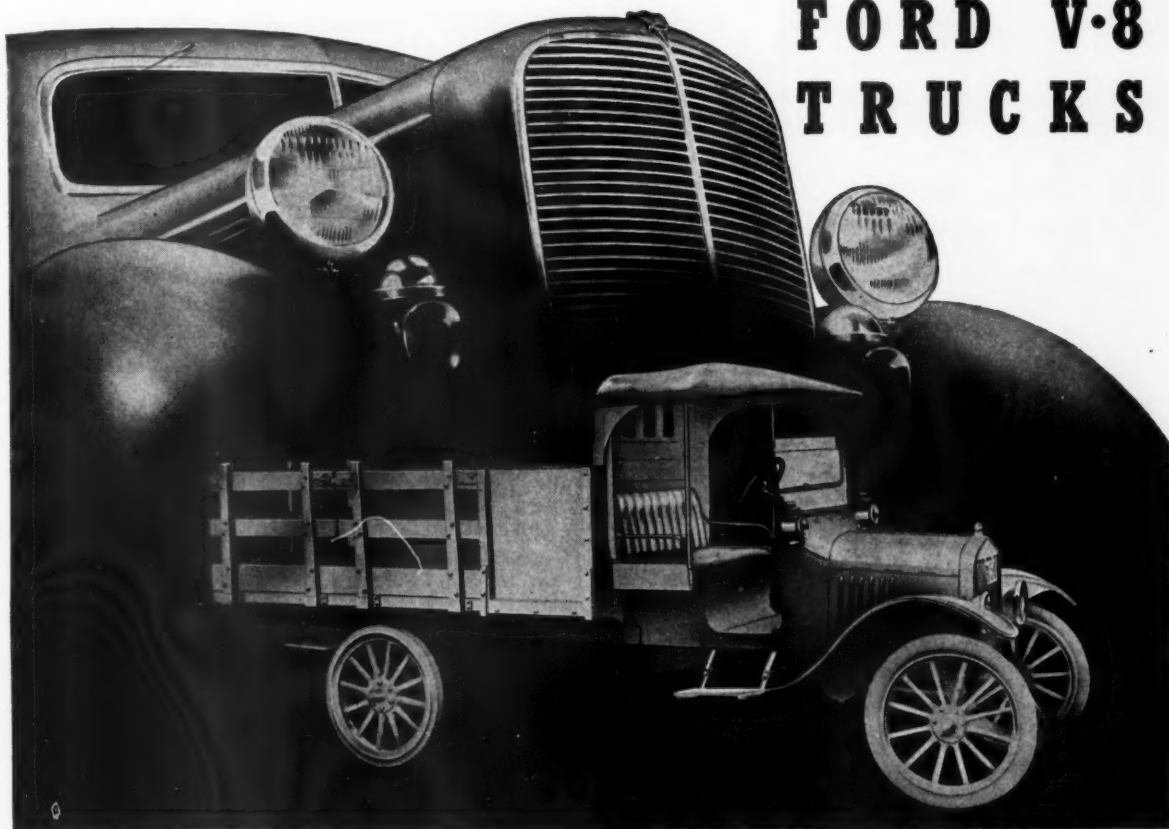
And as for **ECONOMY** . . . today's Ford V-8 Trucks show the lowest ton-mile costs of any truck in Ford history.

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Ford Finance Plans of the Universal Credit Company

## FORD V-8 TRUCKS



# THE NATIONAL PROVISIONER

*The Magazine of the Meat Packing and Allied Industries*

Volume 97

JULY 3, 1937

Number 1



**Member**



**Audit Bureau of Circulations  
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**Daily Market Service**  
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"THE NATIONAL PROVISIONER DAILY MARKET SERVICE" reports daily market transactions and prices on provisions, lard, tallows and greases, sausage materials, hides, cottonseed oil, Chicago hog markets, etc.

For information on rates and service address The National Provisioner Daily Market Service, 407 S. Dearborn St., Chicago.

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TRUCK USERS  
HOW'S YOUR

**L/P?**

**L/P**—the ratio of *LOAD* to *POWER*—tells the story of Trailer economy in a nutshell. You get bigger payloads from the same power—because Trailers simply put *all* the power in your motor trucks to work.

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A Truck-and-Trailer unit is "hinged in the middle." This pivot-turning feature gives it a

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*Sales and Service In All Principal Cities*



Over 100 Industries  
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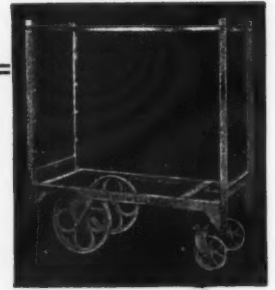
**FRUEHAUF TRAILERS**

*"Engineered  
Transportation"*  
REG. U.S. PAT. OFF.

PROFESSIONAL HAULERS USE MORE FRUEHAUF TRAILERS THAN ANY OTHER MAKE

Week Ending July 3, 1937

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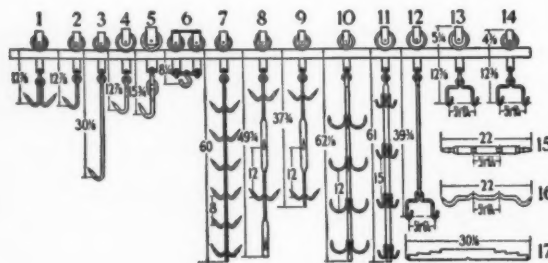
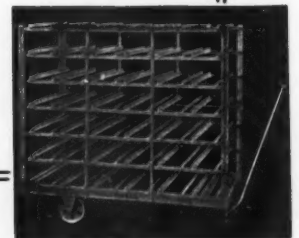
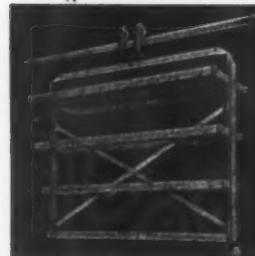
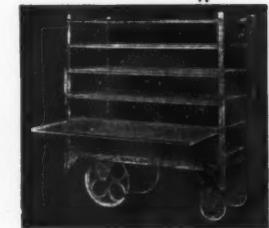
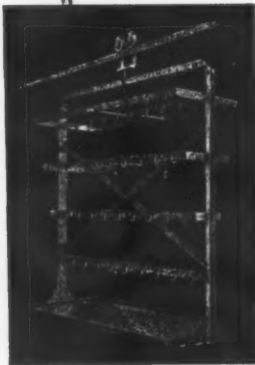
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## **"HALLOWELL"**

### **Packing Plant Equipment**

The line of "Hallowell" equipment designed and made especially for Packing Plant use is so extensive that space will not permit even a mention here of its many advantages and superiorities. Comprehensive descriptions and illustrations of the many items are included in our Catalog 482, a 40 page book prepared solely for executives of Packing and allied plants. If you are interested in equipment of the latest design and long wearing quality you should get a copy. There's no obligation.



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**With Half-Ton "Economy Model"  
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Location of Test: Round the Nation, Detroit to Detroit  
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Gasoline Used.....493.8 Gallons  
Oil Consumed.....7.5 Quarts  
Water Used.....1 Quart  
Gasoline Cost.....\$101.00  
Gasoline Mileage.....20.74 Miles per Gallon  
Average Speed.....31.18 Miles per Hour  
Running Time.....328 Hours, 31 Minutes  
Gasoline Cost per Mile.....\$4.888  
Average Oil Mileage.....1,365.9 Miles per Qt.  
Total Cost of Repair Parts.....\$8.73

These records have been certified by the A.A.A.  
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**"MORE POWER** per gallon



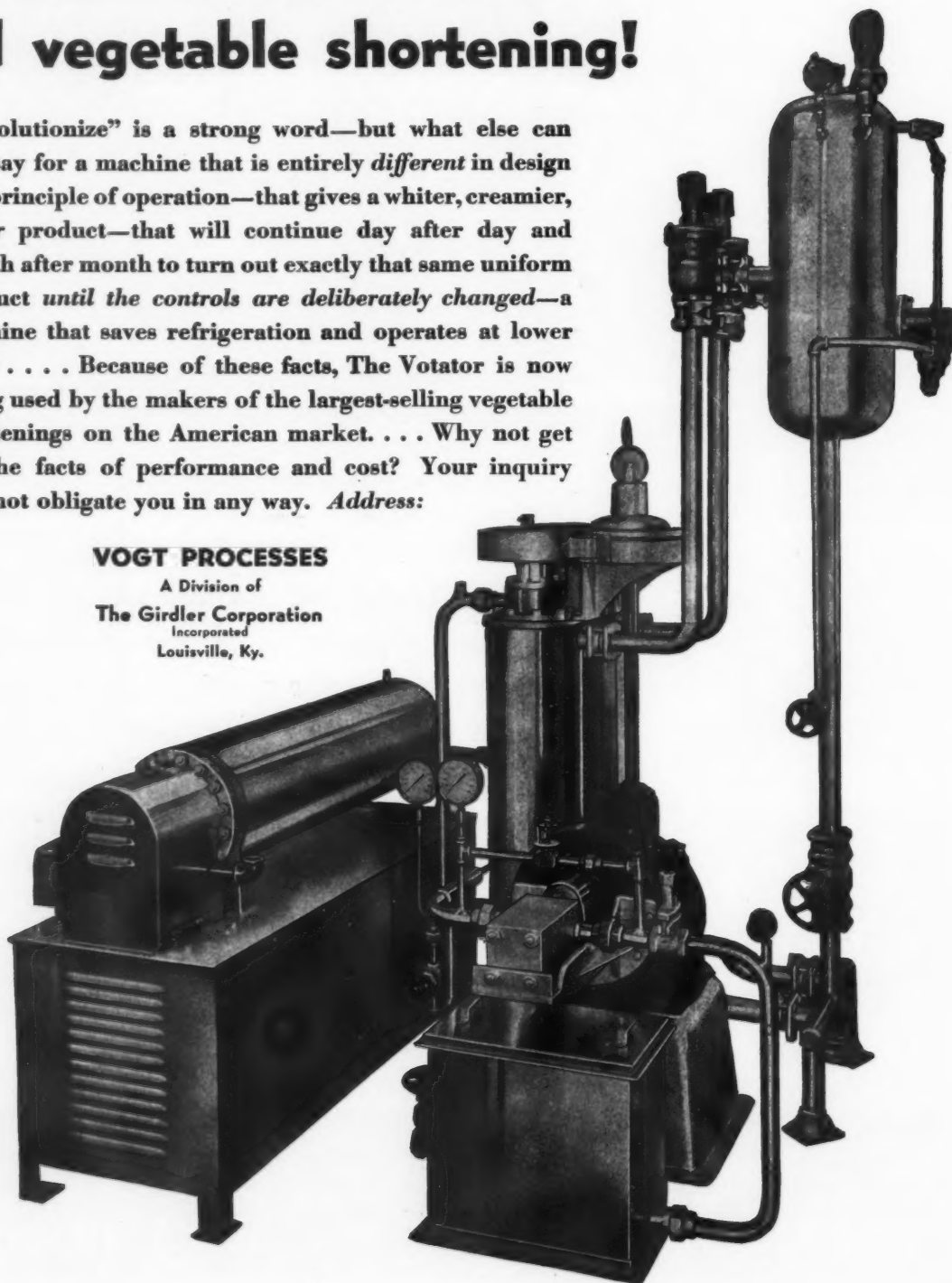
**LOWER COST** per load"

# **This Machine is REVOLUTIONIZING the manufacture of lard and vegetable shortening!**

"Revolutionize" is a strong word—but what else can you say for a machine that is entirely *different* in design and principle of operation—that gives a whiter, creamier, *better* product—that will continue day after day and month after month to turn out exactly that same uniform product *until the controls are deliberately changed*—a machine that saves refrigeration and operates at lower cost? . . . Because of these facts, The Votator is now being used by the makers of the largest-selling vegetable shortenings on the American market. . . Why not get *all* the facts of performance and cost? Your inquiry will not obligate you in any way. *Address:*

## **VOGT PROCESSES**

A Division of  
**The Girdler Corporation**  
Incorporated  
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# WORTHWHILE SAVINGS

*in every packing plant that uses it*

**P**ACKERS using the Lixate Process for making brine report at least four important savings from this modern method.

1. Decreased labor cost for handling salt.
2. Removal of manual labor from making and filtering brine.
3. Reduced cost for distributing brine throughout the plant.
4. Savings up to 20% and more in the amount of salt required.

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The clear, pure brine is superior for every purpose—pickling, lard cooling, regenerating zeolite water softeners, to resaturate spray brine, or for brine refrigeration. Let a Lixate engineer call at no cost or obligation. He can show you how you can cut costs and at the same time improve your plant operation. Merely write for a copy of the Lixate Book, and ask to have a Lixate Engineer call. Address: International Salt Company, Inc., Scranton, Pa.

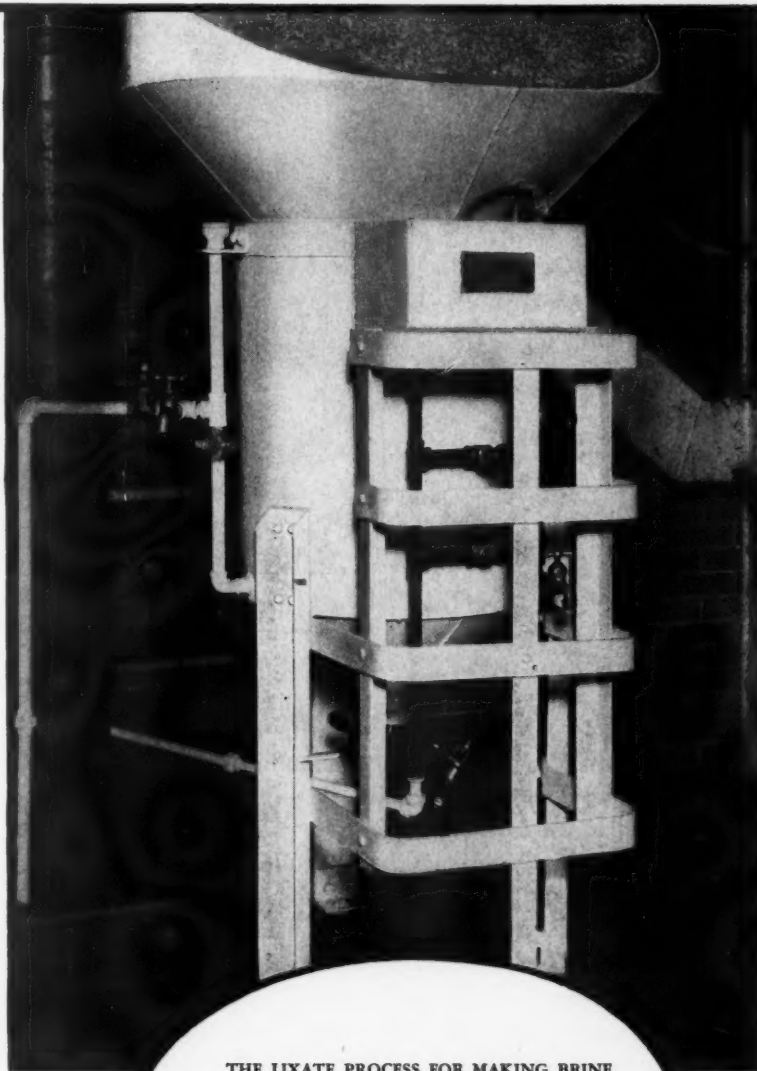
*The* **LIXATE** *Process*

REG. U. S. PAT. OFF.

**FOR  
MAKING BRINE**

**INTERNATIONAL SALT CO., INC.**

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THE LIXATE PROCESS FOR MAKING BRINE

*The Lixate installation illustrated is in the plant of Klinck & Schaller, Inc., Buffalo, N. Y., where Lixate brine is used in connection with meat packing.*



*Product*

# MEAT LOAVES *or* HAMS *in Casings!*



*Stuffer*

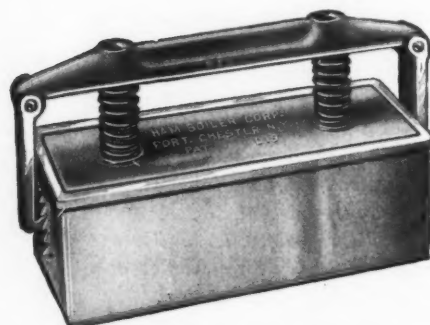
*Made of Stainless  
Steel with Cast  
Aluminum Base*

*New Flavor Appeal  
Better Keeping Quality  
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A single, simple operation—processing in the Adelmänn Luxury Loaf Container—gives your loaves a distinguished new appearance that multiplies sales. The Adelmänn Luxury Loaf Container provides practicability, appearance, and low cost. The transparent casing affords visibility, identification, and protection. Used in combination, they produce luncheon loaves that *cannot* be confused with ordinary competitive products. Pistachio nuts, pickles, pimentos and peppers are visible through the casing and add to the attractiveness of the product.

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**ADELMANN**  
*Luxury Loaf Container*

For efficient, low-cost production of quality meat loaves and specialties. Cuts shrink, improves quality. Available in cast aluminum or stainless steel.

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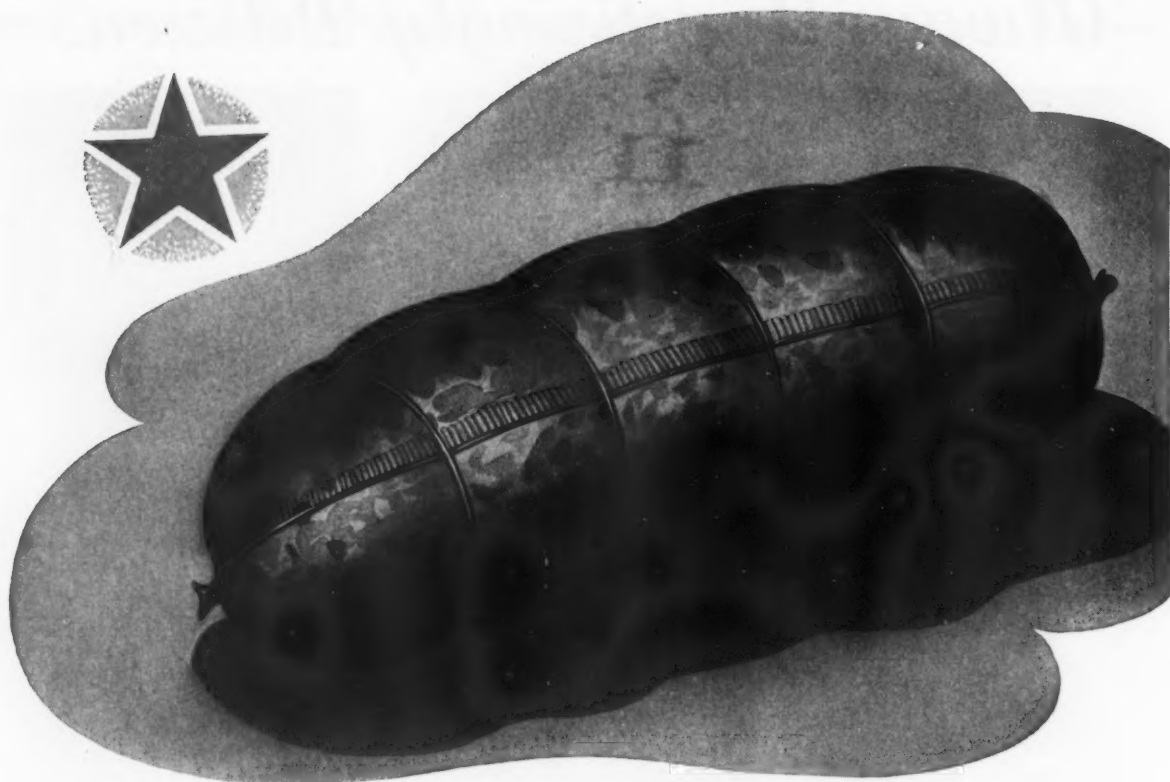
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# *Casings of Quality*

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Dependable Selection • Uniform  
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**BEEF • HOG • SHEEP CASINGS**

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# THE NATIONAL PROVISIONER

JULY 3, 1937

*The Magazine of the Meat  
Packing and Allied Industries*

## PAINT in the MEAT PLANT

### ★ Protection for Plant and Equipment Possible in Many Meat Departments

**"CLEAN up and paint up"** has been a popular slogan for many years.

Such a slogan may not have appealed so directly to the meat packer, since the very nature of his business—not to mention inspection regulations—makes it necessary for him to keep his plant "spick and span" at all times.

Admitting that the well-conducted meat plant is a model of cleanliness, the fact remains that even perfect sanitation is not a protection against deterioration in structure and equipment. An example of the recognition of this fact is the rapidly-spreading use of stainless steel as a substitute for other metals in many types of meat plant equipment.

#### Paint as a Protector

Paint is another plant protector, when properly selected and properly used.

It is true that paint problems are difficult in some packinghouse departments. Packers may be excused for being skeptical about profits to be earned in keeping buildings and machinery well painted, and for failing to take seriously the claims of some paint manufacturers. The honest paint manufacturer will admit this.

But a good job has been done in

recent years in developing paints which stand up under the severe conditions which exist in many meat plant departments. If packers were more familiar with such developments they might take greater interest in the benefits to be derived from keeping plant and equipment in better condition by this means. Rapid deterioration and high maintenance costs are factors to be considered seriously in these days of extra narrow profit margins.

#### Where Paint Saves

For walls, ceilings, wood and steel in most of the departments—including slaughtering and carcass dressing rooms, coolers, cutting rooms, and even in D.S. and S.P. cellars—paints which stand up satisfactorily are available. Knowledge of this

#### PAINT PAYS DIVIDENDS HERE

Where nature of work requires good lighting, white or light-colored paint on side walls and ceilings is a money saver. One meat plant engineer says a good paint job saves as much as 20 per cent in cost of electricity for lighting.





### PAINTING HELPS LIGHTING

Light-reflecting paint on walls and ceilings helps the lighting in many packinghouse departments. Better lighting reduces spoilage of product and accidents to workmen.

ABOVE.—Pork cutting table before room was painted. BELOW.—Same after a good paint job was done. Note better lighting.

fact by packers is required—say engineers, architects and paint manufacturers—before rapid deterioration of meat plant buildings will be halted and large annual expense for repairs and replacements reduced. The fact that the painting problem is a difficult one in some instances should not keep the packer from taking advantage of the protective quality of paints throughout the greater portions of his plant.

Fortunately, however, maintenance of buildings and equipment is taken much more seriously by packers today than formerly. Intelligent maintenance planning, based on careful surveys, is becoming the rule in a great many meat packing plants.

### Maintenance Surveys

A maintenance survey may be made at any time of the year. It may include the plant as a whole or the various departments, one at a time. For example, a maintenance survey of refrigerating equipment, coolers, freezers, piping, etc., usually is conducted early in the fall, so that repairs can be made during cold weather when demands for refrigeration are lightest.

A painting survey—to determine needs for building and equipment protection—might well be conducted when this general survey is made. It should also include the advisability of painting to improve lighting conditions and general appearances. Such a survey is mostly a matter of observation and de-

cision and requires little or no specialized knowledge—just common sense. Any intelligent plant executive can make it.

But after a packer has decided on his painting needs, how can he choose those paint products to use on different surfaces in various locations to get protection for a sufficient length of time to justify the investment in paint and the labor of applying it?

### Getting Paint Information

Unsatisfactory results with paints purchased locally will automatically rule out the local paint dealer as a source of information, in a great many instances. He rarely has sufficient specialized knowledge of paints and conditions in the various departments of the meat plant to make satisfactory recommendations.

But two other sources of information are open to every packer.

In the larger meat packing plants paint purchases are based on information collected as the result of tests and experiments over considerable periods. This method of collecting information, while slow, is available to every packer. The paint manufacturer usually is glad to cooperate in any such tests. As a matter of fact, it is largely as a result of such tests and experiments that he has produced the satisfactory paints available today.

In some plants these paint tests and experiments apparently never are completed. New paint products are being tried out constantly, under actual meat plant operating conditions.

### How Tests Are Made

Paint tests are sometimes made on panels covered with the paint undergoing test, hung in the department for which the paint is recommended. In other cases paint under test may be applied to sections of wall, ceiling or steel work. In both cases life of the paint under the particular conditions is determined by observation, and is compared with the "standing up" qualities of other paints used or tested in the same location.

If the packer does not care to undertake such tests—or if he needs paint information in quicker time than he can get it by the test method—he can turn for help, as increasing numbers in the meat industry appear to be doing, to the larger paint manufacturers, particularly those who have been active in developing paints for use in the meat plant.

Packers have found this a quick and generally effective method for securing paint facts. When considerable painting is to be done one or more paint firms may be contacted for information and recommendations.

### Help From Paint Experts

One small packer who recently painted his plant asked for and received help from three firms. Paint manufac-

turers' recommendations, he says, furnished a sound basis on which to work out a painting program which covered all but a few of the more difficult situations.

In all cases the information asked for should include specifications for preparation of surfaces and application of the paint. These should be followed carefully. A detailed record of each painting job is always useful in selecting the best paint when repainting is to be done.

NOTE—In choosing paint manufacturers from whom to ask information it is important, of course, to select those who are familiar with conditions in the various departments of the meat plant. The list is not long. It includes some of the better known firms and some not so prominent. THE NATIONAL PROVISIONER will be glad to suggest to any packer the names of paint manufacturers who can help him with his paint problems.

### Checking Up On Paints

It may be a surprise to many packers to learn how few are the general types of paint products required to meet satisfactorily the majority of situations in his plant. Knowing types of paints that stand up best on the various surfaces under different conditions, his problem then is largely reduced to selecting from among the various manufacturers' brands.

In a cooler in a meat plant in the Central West three brands of a certain type of paint may be seen on walls and ceilings. This packer is trying to determine which one is the best under the circumstances. The test has been under way for over six months. To date there is no evidence to indicate any one of these brands is any better than the others.

These paints are of a popular type developed for meat plant use and are produced by a number of paint manufacturers.

### Brand Name Means Something

A large Chicago packer who uses large quantities of this particular type of product buys it from 5 different paint manufacturers. His purchases are governed by results of tests in his plant, and by his knowledge of and faith in the paint manufacturer with whom he places an order.

He believes in the old saying that "a responsible name on a sealed can is everywhere a guarantee of quality." This applies to paint brands the same as it does to meat brands.

While this packer sticks to brands he knows to be good, he is not adverse to testing out any new products offered. He realizes paints are being improved constantly, and he believes the only true test of paint value is service. It is only through tests, he says, that new products with merit can be distinguished from others.

### Offers More Than Protection

The major function of a paint—but not the only one—is to protect against deterioration of buildings and equip-

(Continued on page 23.)

# REGIONAL MEETINGS to Discuss TRADE PRACTICES

**F**EW packers or sausage manufacturers realize the burden of cost involved in small orders, in special service and in special deliveries. Small orders make up a large percentage of the total orders of many companies but represent a very small part of their total volume of business.

Facts relating to these matters were gathered by a special committee of the Institute of American Meat Packers and presented at a meeting of sales executives held in Chicago on June 24. (See THE NATIONAL PROVISIONER, June 26, p. 9.)

So fundamental is the information presented and so important the influence of these practices on the net returns of most companies—large or small—that it has been decided to hold a series of regional meetings throughout the United States during July for their further presentation, President Wm. Whitfield Woods announced this week. Institute regional chairmen will preside and a member of the Institute staff will attend each meeting.

## Practices to be Eliminated

Approximately 140 sales executives from all parts of the country assembled in Chicago on June 24 to hear the committee's recommendations and discussions in the light of actual experience of companies which have endeavored to apply some of the same policies.

The committee's recommendations are classified in three groups:

- 1—That the following practices be eliminated by all companies;
  - a. Furnishing sales or clerical help to dealers.
  - b. Extensive entertainment of customers.
  - c. Paying any part of expenses of buyers from their places of business to a buying center or plant.
- 2—That an effort should be made on a regional basis to get each packer:
  - a. To eliminate extensive and wasteful deliveries.
  - b. To establish a definite hour after which no orders would be accepted for delivery that day.
- 3—That every packer make an effort to eliminate or increase the size of orders so small as to involve an excessive selling and delivery expense which cannot be covered out of the margins ordinarily obtainable from this business.

## Small Orders Costly

In connection with the small order problem, it was pointed out that companies which have undertaken a study of their own accounts have discovered

that a very large percentage of the number of orders resulted in only a very small percentage of the total volume of business; and, further, that these small orders were costing far more money than it was possible to obtain in increased margin and that, for this reason, an outright money loss is being sustained on most small orders which must be made up from other sources.

Answers to a questionnaire sent out by the Institute indicate that, on the average, more than half of all orders received by this group of companies brought in only one-sixth of the total business, and half of the money spent for distributing each company's products, on the average, was used to sell and deliver only one-sixth of the total tonnage of products sold.

These and similar facts brought out by the experiences of individual companies which have undertaken to solve the small order problem will be brought forcibly to the attention of all packers and sausage manufacturers at each regional meeting. It has been recommended by the Special Committee—and this recommendation brought instantaneous response on the part of executives attending the meeting on June 24—that each company undertake a study of the small order problem in its own plant for the purpose of informing itself on the following points:

## How To Study Orders

- 1—How many orders are under 10 pounds—under 25 pounds—under 50 pounds, etc.?

(Continued on page 23.)

## PACKER LABOR SITUATION

Strikes were called in two packing plants and several branch houses in the Nashville, Tenn., area this week by the Amalgamated Meat Cutters and Butcher Workmen, A. F. of L. affiliate, and a walkout at the Jacobs Packing Co. plant was postponed pending negotiations. At the Neuhooff Packing Co., where the A. F. of L. was recently named as collective bargaining agent in a close National Labor Relations Board election, about 200 employees were involved in a strike for higher wages. Police escorted 250 employees into the plant on June 28 and promised protection for all desiring to penetrate picket lines as well as for livestock and perishable product trucks. Officials of the company stated that employees' wages had been raised 56 per cent since 1933 and are now the highest in history; that workers now have a basic 40 hour week, pensions, vacations with pay, seniority rights and pay in case of sickness.

Sixty employees of the Smith Packing Co. at Nashville failed to return to work on June 28, but stood quietly before the plant's gates with no sign of disorder. Officials refused to confer with labor leaders and R. E. Smith, president of the company, said that his employees wished to return to work but were afraid of a clash with Neuhooff strikers. Union organizers are asking for a 25 per cent increase in wages and a closed shop agreement.

Workers at the Jacobs Packing Co. of Nashville failed to stage a walkout on June 28, after a conference between George S. Jacobs, president of the company, and Ray Wolfington, A. F. of L. organizer. The union demanded a closed shop but Mr. Jacobs explained that some of the company's directors could not be reached immediately and no decision could be made until later in the week. Work continued until about 50 Jacobs

(Continued on page 33.)



## WHERE BETTER TRADE PRACTICES WILL BE OUTLINED

Place and date of regional meetings to be held by the Institute of American Meat Packers during July for the purpose of explaining bad trade practices and means of correcting them.

# MERCHANDISING MEAT ★

• News from the meat selling front • Helps for meat manufacturers and dealers

## MEAT to the Front

### Packer's Job Is to Get Food Dealer to Feature Meats

A GREAT change in food merchandising methods has taken place during the past few years. Convincing a large enough number of retailers that they should carry an adequate stock of food products used to be sufficient for success. In today's scheme of things, getting the dealer to stock products is only the beginning of the selling job.

A few years ago the food processor could consider his job completed when the retailer bought a bill of goods and paid for it. Today he realizes his responsibility includes moving his products out of stores into the homes of consumers who will use them and come back for more.

#### The Packer's Job

The fact that the meat packing industry provides products which will meet definite human needs, and makes them available in sanitary, attractive form everywhere at all seasons, does not change the fundamental fact that meat never will successfully meet the

competition of other foods as long as the packer leaves entirely to the retailer the important job of moving meats out of the store and into the home kitchen.

While it is true that the housewife, because of her unfamiliarity with meat grades and her inability to judge meat by appearance, has depended largely on retailer recommendations to guide her meat purchases, the fact remains that wrapping, packaging and identifying are fostering independent action.

Today more than ever before the housewife feels she is entirely capable of making her own selections from among the food brands—meats and many other food products—of many types, character and price classifications on display. Frequency with which she purchases other foods in preference to meat is very liable to depend on the effectiveness of the efforts made to sell meat to her and keep her sold on it.

#### Two Kinds of Competition

A packer's products are up against two kinds of competition in the retail food store—competition of other foods and competition of other meat brands. Both are becoming more difficult to meet.

First, because meat is not receiving the merchandising study and effort that is being given to other foods. Second, because there is today little consumer loyalty to brands that do not have con-

sumer demand-building effort behind them.

This modern, fast-stepping generation seems to feel they owe it to themselves to constantly try new things in their search to get satisfaction and their money's worth. They are quite as liable to be influenced by eye appeal in a strange brand as by known high quality in a familiar brand.

#### Point-of-Sale Advertising

"We recognize the importance, under present conditions in food merchandising, of calling attention to our products in food stores, and of packaging and using point-of-store advertising to influence housewives to purchase our brands," a packinghouse sales manager said recently.

"But we have given up the job of point-of-sale display and advertising as hopeless. The retailer is literally being swamped with store display, advertising and selling helps—window and floor displays and wall, counter and showcase cards, stands, etc.—of every description. He can use only a small quantity of the great mass of material he receives. This kind of product promotion is very expensive and we do not feel we can engage in it in view of the small quantity of it we are able to have put into use."

Other food manufacturers undoubtedly would like to have all meat packers adopt a similar policy. It is true that the quantity of store advertising material of all kinds has increased enormously. It has grown because, when of the right sort, it increases consumer purchasing. Whether or not it is used by the retailer depends on not what it is made of, what method of decoration is used, its size or cost, but whether or not it will enable him to increase his sales.

#### This Packer Missed the Point

Many an expensive display for retail store use falls far short of doing a good selling job, while some inexpensive displays have returned their cost many times over by building consumer good will and consumer demand and influencing impulse sales.

This packer sales manager missed the point, therefore, when his decision to abandon use of point-of-sale advertising was based on retailer inability to use but a small proportion of the store advertising and display material available to him. He might better have reserved his decision until he had checked into the quality of the material he had been supplying retailers, and the effectiveness of the methods he had been

#### WRONG WAY TO DO IT

In this food store the meat department is way back at the rear. No wonder other foods get the first call on the consumer's dollar!



using to put his store advertising matter into use after he had spent good money for it.

Laying down on the job because competition has become keen plays right into the hands of competitive foods, and weakens the competitive position of meat.

### Put Meat Up in Front

Meat is the food around which the meal is built. This fact is suggested to the meat packing industry by one meat merchandiser as the foundation on which to build a new meat merchandising method for both packers and retailers.

"Let us look first at the retail store angle of meat merchandising," he said. "In the majority of food stores the meat department is at the rear. The retailer probably does not appreciate this fact, but it takes only a little thinking for him to discover that from the standpoint of his total food sales this is the poorest arrangement that could be devised.

"To get to the meat department the housewife—perhaps with a limited food budget—has to run a gauntlet of attractive non-meat food displays, all designed to influence her to buy. She may or may not reach the meat counter. If she doesn't the packer and the retailer have lost a sale. If she does, her remaining cash, after accounting for "impulse" purchases of other foods, may not permit her to buy the meat item she planned for, or may require that she purchase hamburger instead of a porterhouse steak.

### A Merchandising Plan

"Let me repeat: Purchase of meat leads to the buying of other foods. Sliced bacon or ham requires eggs; spareribs—sauerkraut; whole or half ham—pineapple, brown sugar, yams, cloves; liver—onions; steak—potatoes; stew meat—vegetables; corned beef hash—eggs. Catsup, mustard, horseradish, meat sauces, mushrooms, fruits and vegetables of various kinds and other foods are accompaniments for meat.

"When meat is purchased, buying of other foods is encouraged. But purchases of competitive foods seldom requires the use of meat.

"Here is the idea, therefore, for a forward-looking, constructive meat merchandising program. Let's educate the retailer to the fact that he can increase his sales and profits by featuring meats first and above other foods. Let's encourage him to rearrange his store so as to bring meat FIRST to the attention of the housewife when she enters his place of business, and to plan his displays so that her first purchases will be meat and not some other food.

### Meat As a Sales Builder

"Impressing retailers with the importance of meat as a sales builder for other foods, and encouraging him to feature meat as the basis of every meal,



would go a long way toward solving the problem of the competition of other foods.

"It should not be difficult to get the retailer's cooperation. He should willingly fall into step, because it means more sales and more profits for him. But I do not believe this cooperation can ever be secured if the packer is to continue in the future as he has in the past, leaving the really important step in meat merchandising—getting products into hands of consumers—entirely up to the retailer."

### UNIQUE MEAT DELIVERY

Because Brazilians want their meat "warm," and not chilled, the Armour plant at Sao Paulo can deliver to its uptown branch house by trolley car instead of by refrigerated truck. A small fleet of electric cars has been equipped for handling Armour meat exclusively. They are lined with galvanized iron,

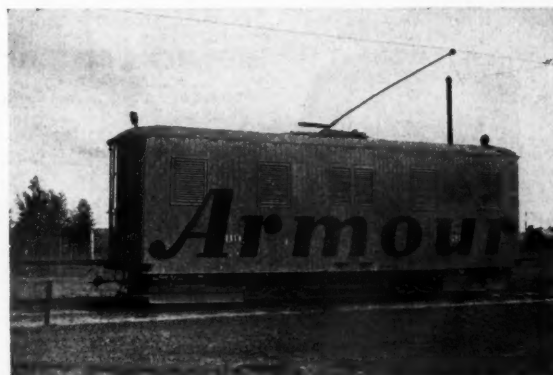
### RIGHT WAY TO DO IT

In this food store meats are given the place they deserve—right up in front!

dust-proof and easy to clean. Beef can be hung in the car in quarters and carcasses of hogs and calves are also transported in this manner.

Meat is held in the branch house just long enough to sell it. The cars arrive from 9 to 11 a.m.; dealer trade starts calling at the branch from about noon to 3 p.m., and from 3 p.m. on the meat is delivered to purchasers. Carcass meats generally cool in the retail shops overnight. The shops open at 4:30 a.m. and by 10:30 or 11 the stock is sold out, retailers disposing of their entire purchases from day to day.

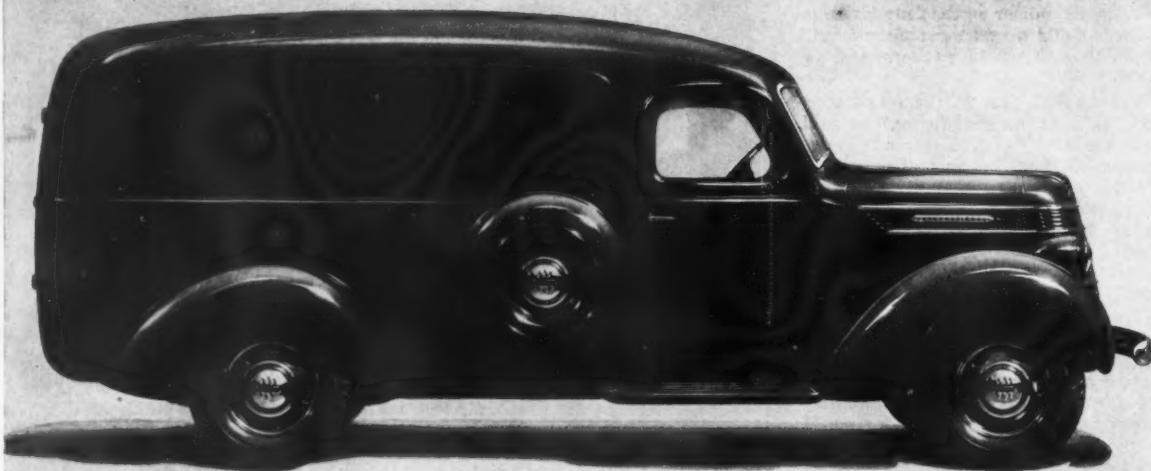
Watch the "Classified" page for good, experienced men.



### MEAT DELIVERED BY TROLLEY CAR

Unique meat delivery car used by Armour and Company between its plant and branch house at Sao Paulo, Brazil. Brazilians do not like chilled meat, so product moves out of the plant on one day and is in consumers' hands early the next morning.

# THE *New* INTERNATIONALS



Illustrated: ¾- to 1-ton Model D-15 with de luxe panel body.

**S**TYLE has the spotlight these days in the new International Trucks. Streamlined style may be *everything* the public sees when your trucks are on the road, but in your own mind the many improvements built into these trucks are even more important. Improvements *designed* into them from the drawing board up, from the laboratory out. Qualities that will show on the job during the truck's long life, *and be*

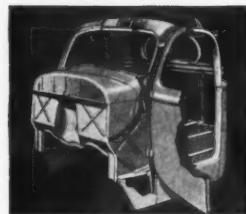
*even more evident on the books of your business.*

You can accept these beautiful trucks—a *completely new line*, ranging in sizes from Half-Ton to powerful Six-Wheelers—either on faith, based on International's 30-year success with trucks, or on a careful study of their modern engineering. Or on *both*. Examine these trucks at any International branch or dealer showroom.

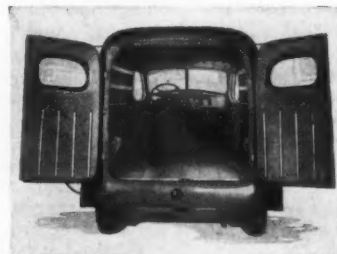
**INTERNATIONAL HARVESTER COMPANY**  
(INCORPORATED)  
606 So. Michigan Avenue, Chicago, Illinois



Beautiful, streamlined International Pick-Up Trucks are also available in Half-Ton to One-Ton capacities. Pick-Up bodies in three sizes: 76, 88, and 102 inches.



Section of the ALL STEEL cab—in ALL the new Internationals! The one-piece top, the sides, the back and cowl panels are welded into the complete cab frame. The one-piece heavy-gauge sill is an exclusive International feature. Rubber mountings stand guard wherever cushioning is needed.



Interior of the International de luxe panel body. These maximum-capacity bodies are fabricated like a skyscraper for strength and safety, and designed for efficient loading. The 180-degree door check at top of both rear doors permits full use of the door opening and prevents strain on the hinges.

## INTERNATIONAL TRUCKS

# MEAT Supplies

## Motor Trucks Now Move Most of Live Stock to Market

SINCE 1916, with the exception of the one year 1934—when livestock was in short supply—there has been a steady and a very rapid increase in the number of meat animals of all classes transported to market in motor trucks.

In 1916 only 1.61 per cent of all livestock received at 17 principal markets was transported in motor trucks. In 1936 the percentage was 54.85 per cent. In other words, total drive-ins by motor truck at these 17 markets in 1916 were 984,559 head out of total receipts of 61,100,023 head. But in 1936 livestock receipts by motor truck were 27,104,590 head out of total receipts of 49,418,327 head.

Percentage of drive-ins by motor trucks for each year, as shown on the accompanying chart, would be much larger if Chicago (with much the largest proportion of total receipts, but comparatively low percentage of drive-ins) were not included. But even for Chicago recent figures are significant. In 1936 total motor truck drive-ins at this market were 30.48 per cent, compared with only 4.02 per cent in 1929 and 13.61 per cent in 1932. Drive-ins at Indianapolis for 1936 rose to 95.60 per cent; Sioux Falls, S. D., 95.22 per cent; Oklahoma City, 91.44 per cent; etc.

### Truck Advantages

From this it can be seen that motor trucks are playing a very important role in the livestock industry, an indus-



### TRUCKS HAUL MORE THAN HALF COUNTRY'S LIVESTOCK

Last year nearly 55 per cent of the livestock received at 17 principal markets came in motor trucks. (Photo International Harvester Co.)

try that accounts for a large proportion of farm income. Farmers' cash income from livestock and livestock products in 1936 represented 56 per cent of the total.

The motor truck has won a special name for itself in this big job of hauling livestock because it is such an efficient time-saving unit. With the motor truck the farmer can quickly get a load of stock on its way to market to cash in on favorable prices reported by radio or telephone.

Less handling of stock, more careful and quieter loading and unloading, ability to make quick runs at night in hot weather, smoother transit made possible by improved highways, adequate springs, pneumatic tires and efficiently arranged bodies are considered by farmers to be definite advantages in livestock transport. Again, by use of

motor trucks smaller shipments may be made profitably and farmers can spread out their shipments, sending stock to market when it can be sold to the best advantage.

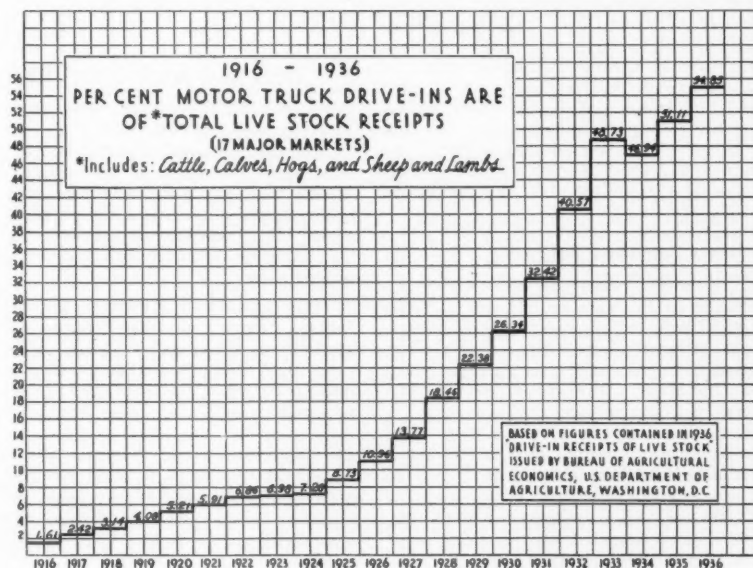
### CHECKING STATE TRUCK LAWS

Highway truck and trailer regulations vary in different states. The packer whose products are distributed by trucks across state lines, therefore, must have vehicles which will meet the requirements in all states in which they are operated.

A handy device for quickly and accurately checking truck and trailer restrictions in each of the 48 states has been brought out recently by the Freuhauf Trailer Co., Detroit, Mich. This is constructed similar to a slide rule and once set gives the desired information at a glance. Packers may obtain a copy of this handy, time-saving device by writing the company.

### CUBAN LARD PURCHASES UP

Cuban imports of American hog lard during May totaled 3,825,721 lbs., establishing a new high monthly record for the current year, and exceeding monthly records for the past five years with the exception of September in 1934 and 1936, according to reports to the U. S. Department of Commerce from Habana. Cuban lard imports during the first five months of 1937 amounted to 15,175,212 lbs. compared with 11,302,263 lbs. during the corresponding months of 1936. Increased consumption of lard in Cuba is attributed to the decline in olive oil receipts, prevailing favorable prices for lard and improved economic conditions.



*Speed  
up Sales*

**SALESPACK IN**  
Genuine Safedge Tumblers



WITH  
**APPLIED** *Color*  
**DESIGNS**

Discover the magic of packing in Genuine Safedge Tumblers. Their smartness and re-use value do the trick. Sales jump immediately. Ideal for chipped beef, sandwich spreads, bacon, mayonnaise, Canadian bacon and many other products. Speed up sales now. Get in touch with Owens-Illinois Glass Company, Toledo, Ohio.

**OWENS-ILLINOIS**  
**SALESPACKAGES**

## MEAT PACKING *Trends*

**Production Value Increases  
43 Per Cent Since 1914**

**I**MPORTANT shifts in plant locations and steady growth in volume of meat packing operations in the West and South, as a result of an increase in human population and of important shifts in production of corn and livestock, represent an outstanding development in the meat packing industry in the last 20 years, said George M. Lewis, of the Institute of American Meat Packers, in a talk on June 22 at the thirteenth annual session of the American Institute of Cooperation and the Iowa Country



**GEO. M. LEWIS**

Life Institute at Iowa State College, Ames, Ia.

"With a Northwestern trend in hog production, the expansion of meat packing operations in the Northwestern corn belt states of Iowa, Minnesota and South Dakota has been the most marked," Mr. Lewis said. "The share of the aggregate output of the meat packing industry contributed by the three Northwestern corn belt states increased from about 8 per cent in 1914 to about 16 per cent in 1935."

Mr. Lewis also pointed out that there has been a tendency in the Southern states to turn from cotton to more diversified farming, with a consequent increase in the production of livestock and a growth in the importance of meat packing in some of the Southern states. Another important expansion in the output of the meat packing industry, he added, has occurred in California along with the rapid growth in population there.

### **Plants Increase Volume**

"Although there has been very little change in the number of meat packing establishments in this country in the last twenty years," Mr. Lewis said, quoting Bureau of Census figures, "total of the plant value of products in the meat packing industry increased about 43 per cent from 1914 to 1935. The census reports show that 1,279 meat packing establishments in 1914 had an aggregate plant value of products of \$1,652,000,000, as compared with \$2,362,000,000 handled by the 1,223 meat packing establishments in 1935."

With the expansion of live stock production and meat packing operations, the income of the American livestock producer also has increased materially, Mr. Lewis pointed out. The American meat packing industry pays about 75 per cent of its income to the livestock producer for his meat animals, and with the remaining 25 per cent it carries on all the expenses of doing business—such as paying wages, rent, taxes, interest, transportation, depreciation, purchasing necessary materials and supplies, and many others—earning a profit of only a fraction of a cent per pound of meat sold or livestock purchased.

"Census of Distribution figures show that there has been a phenomenal expansion in the growth of combination food stores since 1929," Mr. Lewis stated. "The sales volume of combination food stores in 1935 was 6 per cent greater than in 1929, whereas the total for all food stores was 20 per cent smaller."

### **ARGENTINE MEAT ENTERPRISE**

Interest is being shown in acquisition of an American packers' Argentine holdings by a cooperative association of Argentine cattle raisers, according to current reports. The Corporacion Argentina de Productores de Carnes is known to be considering erection of a new meat plant or purchase of one already established.

"We understand the corporation contemplates having a plant of its own, and it is rumored that the Argentine government is willing to assist in financing such an undertaking," says president R. H. Cabell of Armour and Company in commenting on these reports.

"While we have been approached, we have neither made nor received a firm offer. We can conceive, however, of a situation arising in which we would be willing to sell one of our plants in the Argentine."

### **HELPING AGRICULTURE**

Warren W. Shoemaker, vice president, Armour and Company, who is chairman of the agricultural committee of the National Association of Manufacturers, held a meeting of his company with a group of farmers at Iowa State College, Ames, Ia., recently to talk over plans for cooperation between industry and agriculture.

"You might well ask," said Mr. Shoemaker, "why American business is so anxious to know more about agriculture, and I will tell you the answer quite frankly. It took us a number of years to come to this conclusion: That business men now know that agriculture and industry—as the two greatest producers of the nation's wealth—have a great many problems in common. Our interests lie along the same lines. When agriculture is depressed and sick so is industry."

# PRACTICAL POINTS

for the trade

## Blood Sausage

A New England sausage manufacturer wants to know how Berliner blood sausage is made. He writes:

Editor THE NATIONAL PROVISIONER:

We are interested in finding a formula for a product called Berliner blood sausage. Can you supply us with this information?

The product sometimes known as Berliner blood sausage is made from the following meat ingredients:

- 70 lbs. raw firm bacon
- 15 lbs. pork skins
- 15 lbs. fresh hog or beef blood

Bacon is diced very small by hand or with head cheese cutter. It is then scalded and mixed with finely ground skins and blood. The mixture is seasoned with:

- 1 lb. salt
- 6 oz. ground white pepper
- 1½ oz. ground cloves
- 1 oz. allspice
- ¾ oz. marjoram
- 2 oz. sodium nitrate

Many packers have found convenience in use of ready prepared seasonings or specially prepared seasonings, as manufactured by reputable firms, in making their sausage products. Such seasonings also insure that each batch of sausage will be flavored like other batches.

After ingredients have been thoroughly intermingled the mixture is stuffed loosely into middles or corresponding size of artificial casings. Scald for one hour in water at 200 degs. F. Any air remaining in casings should be allowed to escape by pricking the containers.

Dry for 24 hours after removal from scalding vat and then put in a cold smoke.

## Smoked Blood Sausage

Smoked blood sausage, or Prager Vesber, is a somewhat similar product. The meat formula calls for:

- 35 lbs. salted back fat
- 15 lbs. fresh pork hearts
- 15 lbs. salted beef trimmings
- 20 lbs. salted pork trimmings
- 15 lbs. salted pork rinds

Back fat is scalded for 30 minutes and cut in cubes. Cook pork hearts and beef and pork trimmings for one hour at 212 degs. F. and cut in cubes. Cook pork rinds at 212 degs. until tender and then run through the ¾-in. plate. Mix all together and add 8 to 10 lbs. of fresh hog or beef blood. Season mixture with:

- 1 lb. salt
- 3 oz. white pepper
- 1 oz. allspice
- ½ oz. cloves
- 1½ oz. savory

or with a balanced seasoning such as those previously referred to.

Stuff in narrow beef bungs or hog middles and cook for 1 hour at 180 degs., or until nothing but clear fat appears when casing is pricked with a needle. Chill product in cold water and stir while cooling. Hang up to dry for 3 days and then smoke in a cold smoke.

*Do you use this page to get your questions answered?*

## What Are Your Smoked Meat Shrinkage Costs?

Shrinkage in smoking or cooking meats is a cost item that cannot be overlooked. This invisible cost plays an important part in a profit or loss statement.

Hanging and shipping shrinkage as well as smoking or cooking shrink must also be figured.

These shrinkage costs change whenever raw material prices change.

THE NATIONAL PROVISIONER has compiled a table to assist the packer in approximating the cost of shrinkage in the production of smoked meats. This gives the cost per cwt. of percentages of weight loss at various levels of product prices.

With this table, casual impressions as to cost differentials on smoking shrinkages may be checked with actual allowances necessary to cover this cost item. Subscribers may have this table by filling out and sending in the following coupon, accompanied by a 10c stamp. In larger quantities, please write for prices.

The National Provisioner,  
Old Colony Bldg., Chicago, Ill.

Please send me reprint on Smoked Meat Shrinkage Costs.

Name .....

Street .....

City..... State.....

Enclosed find a 10c stamp.

## SOAKING CURED MEATS

An Eastern meat packer wants to know how to maintain the circulation of water in his cured meat soaking vat. He writes:

Editor THE NATIONAL PROVISIONER:

Is there any way of keeping the water in the cured meat soaking vat stirred up? We have been getting a sediment on some of our soaked cured meats, which is somewhat hard to remove in washing.

The water in soaking vats is sometimes circulated by jets of compressed air, which are blown in at the bottom of the vat. Another and easy way of maintaining circulation is by addition of water to the vat through a small pipe at the bottom. This surplus water overflows continuously and carries off any sediment and floating material with it. Racks should be used at the bottom of the vat to keep the meat out of the settlings and the more concentrated water there.

Water should be heated to 70 degs. before it is run into soaking vat. If heated in vat, or if very hot water is added to cooler water, the fat on the meat in some sections of the vat may be melted before the hot water is diffused. Some packers believe that soak water should be changed completely several times during soaking while others provide for only one change or none at all.

## SCORCHED LARD

Excessive steam pressure is often used in making open kettle rendered lard. A Western packer writes:

Editor THE NATIONAL PROVISIONER:

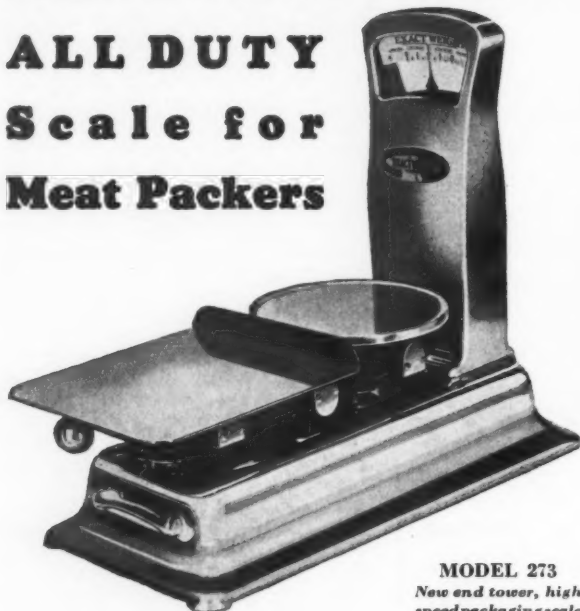
We have been having a little trouble with the flavor of some of our open kettle rendered lard and have received some complaints that it tastes strong and scorched. Can you tell us what causes this difficulty?

It is possible that this packer is using too high steam pressure for rendering. A pressure of 30 lbs. is high enough for good results if the surface of the rendering kettle is kept clean so that the heat is readily transmitted through the jacket to the lard. Continued application of heat after most of the moisture has been evaporated from the fat will scorch or carbonize the lard.

It is considered good practice to cut off steam pressure altogether a few minutes before rendering is finished and after most of the moisture has been driven off. The agitation should be continued and this, combined with the heat of the product itself, will complete the drying. It is important that the fats be agitated thoroughly throughout the rendering period.

# Exact Weight Scales

## Announce a NEW ALL DUTY Scale for Meat Packers



MODEL 273  
New and tower, high  
speed packaging scale

Here is a new 12 lb. capacity EXACT WEIGHT Scale that meat packers have been demanding for years . . . an all duty check-weighing scale for sausage packaging, dried beef operations, and sliced bacon rooms.

Sensitive to  $\frac{1}{8}$  oz. . . . capacity enough for every meat processing operation, this new scale has the added advantage of *lightningspeed* for hand check-weighing.

When an additional scale is needed in the plant, this 12 lb. all duty "QUICK-STOP" model is the answer. May we show you this new scale? Write us . . . no obligation, of course.

**EXACT WEIGHT SCALE COMPANY**  
400 W. Fifth Ave. Columbus, Ohio

"THERE IS NO SUBSTITUTE FOR EXACT WEIGHT"



## "... and sign that Sincerely Yours"

"By the way, Miss James, send in Pete our maintenance man—he certainly deserves some of the credit! He showed real common sense when he called in that Standard Oil Automotive Engineer."

More and more fleet men are using that bit of common sense and benefiting by it in more ways than one. You have nothing to lose. A Standard Automotive Engineer's service is free. If he saves you money, you get the credit. He only asks that you take advantage of the further low-cost reliability of Standard Oil Products. They are part of the saving he makes for you. Call him today at your local Standard Oil office.



**STANDARD OIL COMPANY**  
(Indiana)  
910 South Michigan Avenue • Chicago, Ill.

**AUTOMOTIVE ENGINEERING SERVICE**  
Reduces Cost-per-mile.

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**STANDARD OIL COMPANY**  
(Indiana)

The National Provisioner

## PAINT IN THE MEAT PLANT

(Continued from page 14.)

ment. If protection only were required the packer's painting problem would not be as difficult as it is.

Paint also improves lighting conditions, reduces eye strain among employees, increases production and reduces spoilage. In addition, it improves plant appearance and, by bettering working conditions, tends to keep employees better satisfied.

In deciding on a painting program, therefore, one of the first considerations must be the color scheme.

### Why White Is Used

That so many packers choose white for walls and ceilings is not a coincidence. White or light-colored paints on walls afford the most economical means of assuring sufficient light for economical and efficient processing and reducing the accident hazard.

As the color is changed from white to a tint or shade the light-reflecting efficiency declines with amazing rapidity. Dirt has the same effect. In many locations, therefore, the packer must have a paint not affected by existing conditions, which does not discolor and which stands repeated cleaning.

Where wall dados are not of tile or glazed brick they frequently are painted a dark color, often black. A paint with good resistance to moisture and that dries to a hard glossy surface is required here.

### Paint to Protect Steel

If black is decided on for exposed structural steel—such as girders, columns, trusses, etc.—which deteriorate rapidly in the packinghouse unless protected, a bituminous paint sometimes is selected.

An important requirement in a paint for structural steel is that it possess flexibility sufficient to prevent cracking of the paint film when the steel expands and contracts. If light-colored steelwork is desired, aluminum paint or special products developed for this purpose may be selected.

### Other Uses for Paint

Walls, ceilings and structural steel provide the larger percentage of surfaces to be protected in the meat packing plant. In addition there is piping, wood frames and sashes, steel frames and sashes, steel doors, mastic walls, etc. that should be painted. Obviously the same preparation of surfaces or the same type of paint will not serve best in all of the various departments.

While it seems to be agreed by packers who have studied the paint problem that it is good policy to be guided in paint matters by recommendations of the reputable paint manufacturer, the packer or his maintenance superintendent should be familiar enough with packinghouse paints and methods of applying them to properly select and superintend their use.

## Meat Plant Paint Survey

There seems to be a lack of knowledge of paints and painting values among many small packers and their plant executives. This is not surprising, since paint—like steam and power—has not been a problem for special study by meat men. But it means dollars and cents to the packer in savings, both in plant maintenance and product conservation. THE NATIONAL PROVISIONER is making a survey of painting in the various departments in the meat plant, and results will be reported in succeeding articles.

First, however, the packer should realize that proper painting will cost him nothing—in fact, it should pay a dividend. Paint savings, therefore, will be next discussed.

### TRADE PRACTICE MEETINGS.

(Continued from page 15.)

- 2—What percentage of total orders and of total tonnage is made up of orders in the different groups?
- 3—What percentage of total costs of selling and delivering orders is made up of orders of various sizes?
- 4—What does it cost to sell and deliver each order in the various weight ranges?

In connection with this study, it was suggested that companies might choose to make a survey of a sales route that seemed to be representative of all routes or of some particular area that seemed to be representative. It was also suggested that where figures are not readily available the survey might cover any given period—a week, two weeks, or a month for instance.

Statements of officials of companies which already had undertaken such studies indicated that the results of their surveys were startling and that drastic steps were being taken to increase the size of orders received and to eliminate unprofitable orders.

### Favor Better Practices

Recommendations of the committee in connection with trade practices that should be eliminated may be placed in effect immediately by all companies, it was pointed out at the June 24 meeting. Replies to a questionnaire on trade practices received from approximately 200 companies indicated that 94 per cent of these companies were in favor of eliminating the practices enumerated.

Likewise it was brought out that the small order problem can be attacked by individual companies of their own initiative and that a solution can be reached after a thorough study to ascertain the facts. It was emphasized, in connection with the small order problem, that every effort should be made

(Continued on page 29.)

# Remember

HALLMARK  
KREEMKO  
SAUSAGE FLOUR

## INSURES—

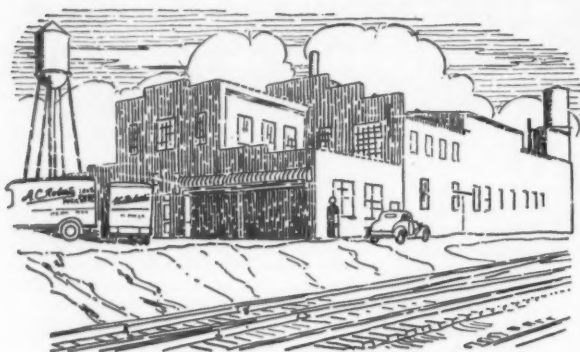
1. Reduced cost - increased yield.
  2. Improved flavor and appearance.
  3. A plumper sausage - juices absorbed and held.
  4. More nutritious loaves and sausages.
  5. Better texture and slicing quality.
  6. Retards souring and burning.
- Makes Better Loaves . . Better Sausages

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**STEIN, HALL MFG. CO.**  
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**STEIN, HALL & CO.**  
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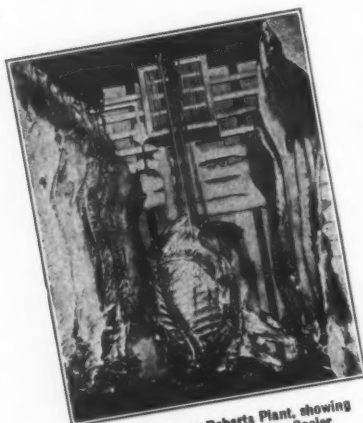
Sales Offices in all Principal Cities



## Frick Refrigeration

Has served the Packing Plant of A. C. Roberts, at Kimberton, Penna., for more than 12 years. A steam driven 7 by 7 compressor and a motor

driven 6 by 6 compressor now cool the various rooms for pork, beef, sausage and other products in this up-to-the-minute plant.



Beef Chill Room at Roberts Plant, showing Both Wall Coils and Fan Type Cooler

Let us show you how modern Frick Refrigeration — with float or electric valve control, improved liquid and air

circulation, better condensers, coils and coolers, high suction pressure and low power requirements — can save money in your plant. For low temperature work, Frick ammonia booster compressors are saving up to 34% for many users. Get in touch with your Frick Branch or Distributor today.

**FRICK CO.** WAYNESBORO, PENNA. U.S.A.  
 DEPENDABLE REFRIGERATION SINCE 1882

## FOOD on the march



### No. 2 THE SADDLE BAG

• Most amazing feats of army movement in all history were those of the Mongol hordes of Genghis Khan. Thousands upon thousands of the Khan's warriors swept clear across Asia and southeastern Europe. • Often their only food was mare's milk, carried in a goat skin. Usually the milk soured in the desert sun. And sometimes, after an endless gallop, the savage horseman found only butter. • Today perishables of all kinds are moved over equally vast distances by refrigerated motor truck, completely protected from blistering sun or freezing cold. Dry-Zero Insulation has helped make this possible. And it is no wonder that most truck builders and fleet operators prefer this superior insulation in their trucks. It is efficient, light weight, permanent and moisture resistant. • Tell us about your insulation problem. Our engineers will co-operate without obligation.

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 INSULATION  
*The Most Efficient Commercial Insulant Known*

# REFRIGERATION and Air Conditioning

## Evaporative CONDENSORS

### Design, Construction and Method of Operation

WE ARE planning to rehabilitate our refrigerating system," a small packer writes to THE NATIONAL PROVISIONER, "and have been advised to install an evaporative condenser to replace the atmospheric condenser and cooling tower we are now operating. We are told we can make a considerable saving in operating cost.

"I am not familiar with the design and construction of the evaporative condenser, its advantages and disadvantages and its principle of operation. As I need to know something about such equipment before making a choice, I will greatly appreciate any information you can give me."

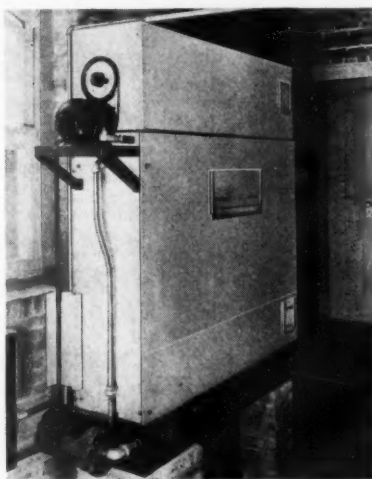
The evaporative condenser is an efficient machine for use with either ammonia or freon. It combines in one piece of equipment the functions of a forced draft cooling tower and a surface condenser. It is claimed results obtained in the evaporative condenser are superior to those secured with a surface condenser and a cooling tower. First cost is generally less and operating costs are likely to be lower, since less power is required and waste of water is small.

#### Like a Unit Cooler

In construction and operation the evaporative condenser resembles the unit cooler. Within a housing are located the condenser coils, above which are cooling water sprays. Air is drawn into the equipment through an inlet near the bottom by a fan at the top, and discharged through outlets into the room in which the condenser is installed. The air current is in an opposite direction to the spray water, and a rapid transfer of heat from the refrigerant is obtained. Eliminators installed above the spray nozzles prevent entrained moisture in the air from being blown away by the fans.

Spray water collects in a reservoir at the bottom of the condenser, from which it is recirculated over the condenser coils by motor-driven fans. A

float valve installed in the water reservoir supplies make-up water evaporated in cooling the condenser. Water actually used is small, one manufacturer claiming only a fraction of a pound per minute per ton of refrigeration.



#### SIMPLE AND COMPACT

Ten-ton evaporative condenser in service in a plant using ammonia as the refrigerant. Air inlet and outlet extend through wall behind the condenser. (Photo the Frick Co.)

Theoretically, in an evaporative condenser the heat extracted becomes approximately 1,000 (the latent heat of water), as opposed to a possible 10 or 20 (heat added to each pound of water in an ordinary condenser.) Effective-

ness of the water in an evaporation condenser is not increased by this ratio, however. In reality the evaporative condenser reduces the water consumption at the rate of about 10 to 1.

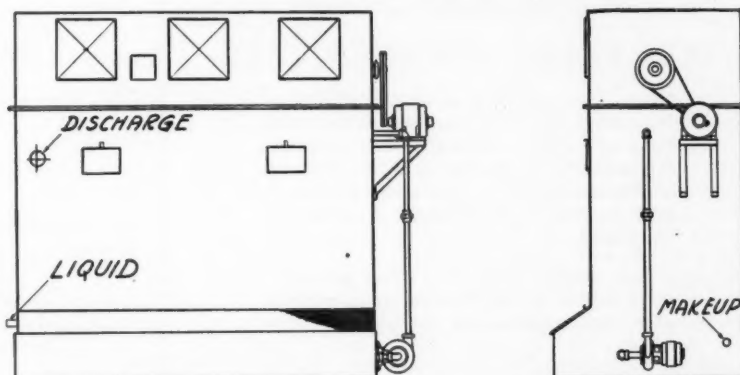
#### Cost of Water and Power

Power for pumping water is required for operation of both a cooling tower and an evaporative condenser. However, more water must be pumped against a greater head in the case of the former. Offsetting this to some extent, perhaps, is the additional power required in the evaporative condenser for maintaining an air circulation. The problem of determining operating costs with the two methods hinges largely on cost of water and power. The 1937 Refrigeration Data Book has the following to say in this connection:

"As water costs more, it pays to extract more heat with each unit; that is, to run the water off the condenser at a higher temperature in spite of the increase this means in power cost. This factor is of more consequence in smaller installations, where city water is purchased, than where an industrial plant has its own well and must at most pay the pumping cost. Analysis should, however, be made in all cases."

Like the unit cooler, the evaporative condenser is easily installed, being shipped completely assembled, except in the larger sizes. It may be placed inside the plant or out of doors, occupying small space in either location. As mentioned, the evaporative condenser costs less than a separate condenser and a cooling tower.

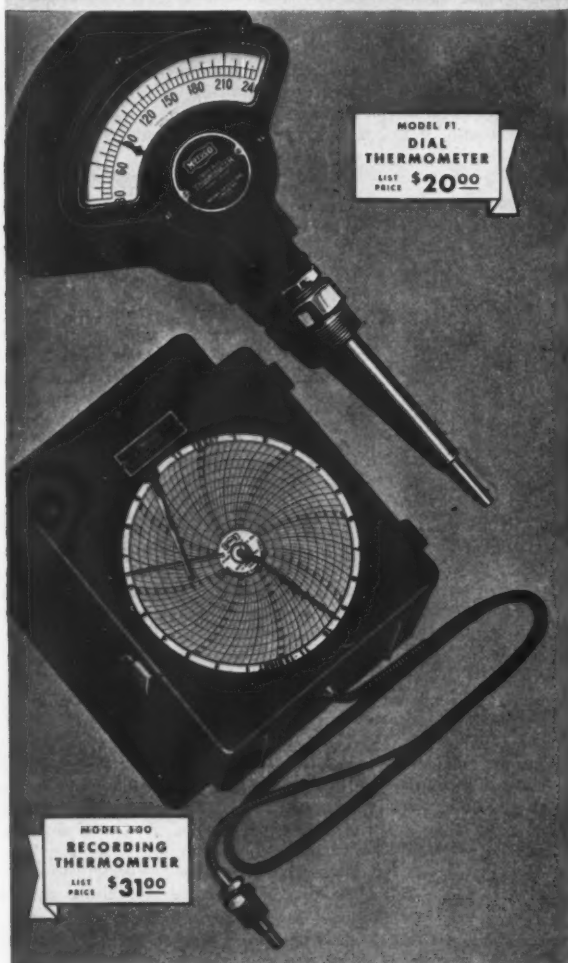
In selecting refrigerating equipment there are many technical problems involved which can be solved only by



#### RESEMBLES A UNIT COOLER

General design of some models of smaller capacity evaporative condensers manufactured is similar to a unit cooler, coils, sprays, eliminators and fans being placed in the same relative positions as in the latter machine. (Sketch the Frick Co.)

*Prepared foods*  
REQUIRE ACCURATE  
TEMPERATURE INDICATION



**MOTOCO**

**INDUSTRIAL THERMOMETERS**

On washing, scalding, smoking, baking, refrigerating and in fact, every process in the Food and Meat Packing Industry requiring accurate temperature control...the use of Motoco Thermometers assures a better product and more efficient operation of equipment.

A post card or letter will bring you complete details of the Motoco line, together with recommendations for your requirements.

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MOTO METER GAUGE & EQUIPMENT DIV.

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**DON'T OVERLOOK THIS  
ALL-IMPORTANT FACT —**

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**GENUINE**

**KOLD-HOLD**

**TRUCK REFRIGERATION**

*You're* **GUARANTEED**  
**100% SATISFACTORY**  
**PERFORMANCE • Every**  
*job is thoroughly Engineered*

**KOLD-HOLD** will save much more  
**THAN ITS COST** in a single season  
*Write today for the complete Facts*

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KOLD-HOLD MFG. CO. - LANSING, MICH.

**ELIMINATES CONDENSATION**

*New Type*

**AIR BLAST FAN!**

*Lowers your*  
**Cooling**  
**Costs**



**PRICE**

**\$32.80**

F.O.B., N. Y. C.

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Unconditional

2-Year Guarantee

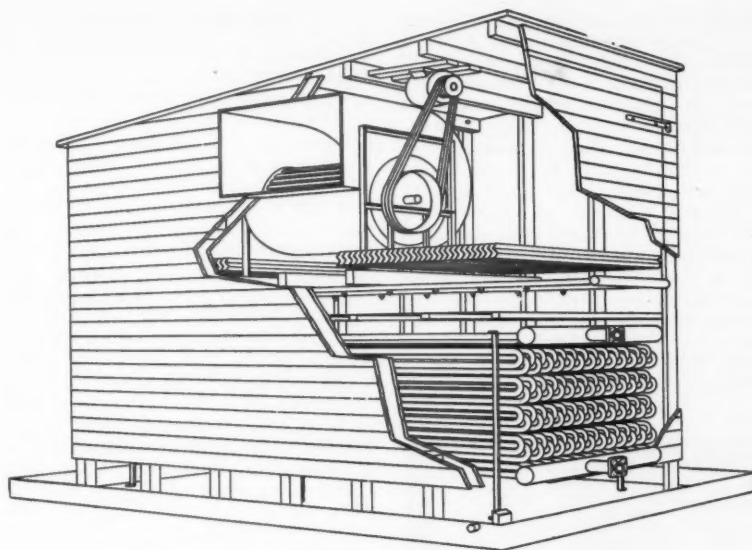
Speeds Cooling — Removes Frost — Cuts Shrinkage  
**GUARANTEED!** 4800 Cubic Feet Per Minute!  
Totally Enclosed Ball Bearing Motor

**Two Weeks Free Trial**

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#### EVAPORATIVE CONDENSOR FOR LARGE CAPACITY

Air is drawn in at bottom and discharged at top. Location of condenser coils, spray heads, moisture eliminator and fan are shown. (Sketch the Frick Co.)

someone with specialized knowledge. A packer would run considerable risk of unsatisfactory performance or high operating costs if he attempted to specify equipment for his plant without accurate information of all factors involved and their possible effects on results. It is always cheaper in the long run, where questions of a technical nature are involved, to call in an experienced refrigerating engineer and to be guided by his recommendations.

#### AMMONIA LOSSES

Amount of ammonia in a refrigerating system diminishes with time. This loss is caused by leakage and disintegration and cannot be entirely prevented.

Waste caused by leakage can be reduced by frequent inspections to detect leaks and prompt repair of piping and equipment from which ammonia gas is escaping. Two general methods are employed to detect ammonia leaks. One is by the use of what are commonly known as test papers. These turn pink when moistened and brought into contact with ammonia gas. This is a simple and positive test.

Another method is the use of sulphur tapers. These tapers, when ignited and brought in contact with ammonia fumes, give off a dense white smoke.

Test papers are also used to determine the presence of ammonia in sodium chloride brine. The usual practice is to draw a sample of the brine into a container, add some caustic soda and heat to drive off the ammonia. A moist test paper held over the container will turn pink if ammonia fumes are escaping.

Waste of ammonia due to decomposition is best held within reasonable limits by keeping down the temperature around the compressor as much as pos-

sible. In a small plant, say of 25 tons capacity, a disappearance of 50 to 75 lbs. of ammonia in six months might not be considered excessive. A much larger loss is not unusual.

A liquid receiver provided with a gauge glass will show when the ammonia in a system is running low. Insufficiency of ammonia is also indicated by a fluctuating pressure, variations in temperature of discharge pipe and by the action of the compressor valves, which at times will operate smoothly and at other times with more noise. A rattling noise at the expansion valve indicates passage of vapor with liquid ammonia and a deficiency of the latter.

#### REFRIGERATION NOTES

Hartselle Ice Co. of Hartselle, Ala., is furnishing farmers with cold storage facilities.

A branch of the Georgia Power Co. is constructing a modern cold storage plant at Cochran, Ga.

Empire Storage and Ice Co. of Kansas City, Mo. is erecting an ice storage unit and a power plant and later expects to erect a building for freezers.

Suiter & Co. is installing a 400-locker cold storage plant in a creamery at Onawa, Ia.

A cooperative cold storage locker plant was recently established at Clarence, Ia.

Spring st. cold storage plant of the Klamath Ice & Cold Storage Co., Klamath Falls, Ore., has been enlarged.

A 214-locker unit is included in an addition being erected at the Webb ice plant at Cheney, Wash.

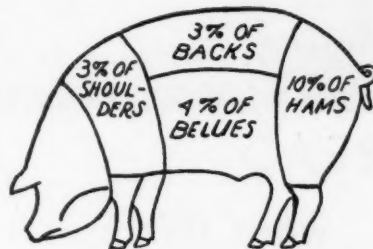
A pre-cooling plant with a 100 car-load capacity will be erected by the Port of Brownsville, Tex.

## BRUISED MEAT Losses

When Hams, Bellies and Other  
Cuts Go into Trimmings

**B**RUISES on the most valuable cuts of meat from careless or rough handling of livestock in transit to market continue to spell heavy losses to the livestock and meat industry. Representatives of the National Livestock Loss Prevention Board recently told an audience of Iowa livestock producers that 20 per cent of all animals received are either bruised, crippled or die during shipment.

In the case of hogs 10 per cent of the hams are bruised, which represents one-half of all injuries to hogs. Belly bruises, which constitute approximately 4 per cent of the total, could be largely eliminated if such things as protruding bolts and nails in sides of buildings and in lots and pens were removed.



#### BRUISED HOG LOSSES

Of all hams produced in packinghouses, it is estimated that 10 per cent are damaged as a result of bruises. Four per cent of bellies and 3 per cent of backs and of shoulders are disqualified for the same reason. When best cuts in carcass must be used for trimmings, only loss can result.

Shoulder bruises constitute only about 3 per cent of the total, and result from hogs running into door jambs or by their being shoved into a rough gate while loading. Use of rods and poles in driving hogs result in back bruises.

Good bedding in cars, collapsible loading chutes, ample space and sanitary conditions are necessary to prevent damage caused to livestock while being transported to market or shipped from market to packers at a distant point.

Most damage can be eliminated with proper and careful handling. This would overcome much loss sustained by packers through disqualification of some of the best cuts in the carcass because of bruises which must be cut out, since frequently hams and shoulders are usable only for manufacturing purposes after this is done.

## PACKER SALES SHOW GAINS

Dollar sales by packers during May were 16½ per cent above May, 1937, and 11½ per cent greater than the 1927-36 average for the same month, according to the monthly survey of the Federal Reserve Bank of Chicago. Tonnage sales substantially exceeded production and were greater than in May, 1936, but were 4 per cent below April and 12½ per cent under the ten-year average for the month. Production declined to a level below any month since September, 1935.

Packinghouse payrolls at the end of May showed an increase over last May of 7½ per cent in the number of work-

ers and in hours worked, and of 30 per cent in wage payments. May payrolls, however, were below April by 1½ per cent in the number of workers, 2 per cent in hours worked and 3 per cent in wage payments.

Packinghouse product exports increased in May over April largely because of heavier lard consignments to the United Kingdom and Cuba. The Continental trade remained quiet though limited quantities of lard were sold to Czechoslovakia. British quotations for United States lard improved during May but were still below Chicago parity while prices of American hams remained considerably below parity.

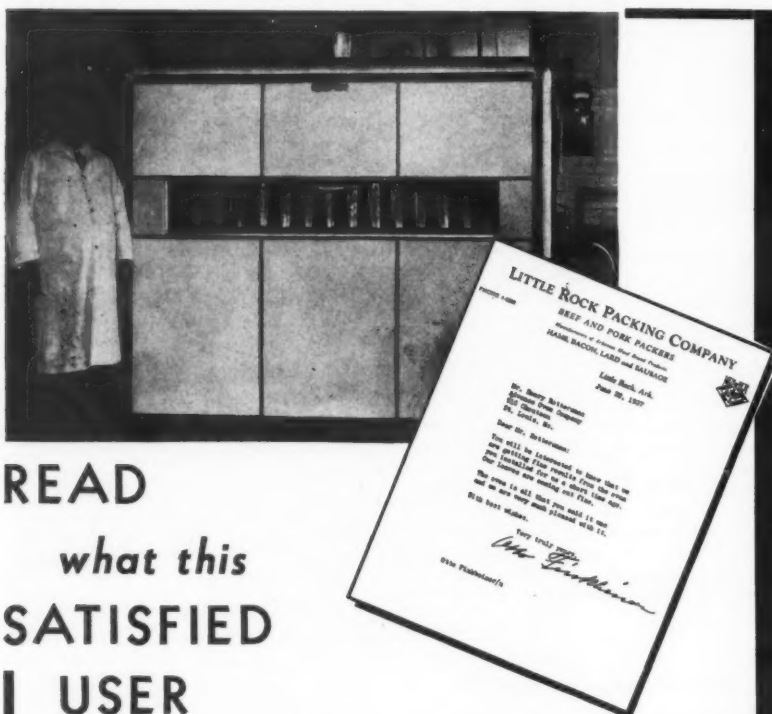
## FINANCIAL NOTES

Union Stock Yards Co. of Omaha has declared a dividend of \$1 on common stock, payable June 30 to shareholders of record on June 20.

Wilson & Co. has declared a quarterly dividend of 12½ cents on common stock, payable September 1, to shareholders of record on August 14, and a quarterly payment of \$1.50 on the \$6 preferred stock, payable August 2 to stockholders on July 15.

United States Cold Storage has declared a dividend of \$2.50 on preferred stock, payable June 30, on stock of record on June 26. This reduces arrearages on the preferred to \$14 a share.

Loblaw Groceries in the fiscal year ended May 29 had a net profit of \$1,101,204, equal to \$1.33 a share on class A and B stock, against \$917,354 or \$1.11 a share in the year ended May 31, 1936. Sales totaled \$19,138,176 against \$16,292,497.



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Advance Ovens have many unusual features that reduce operating costs and give better results at all times. Double insulated walls save heat, give uniform temperature throughout baking chamber. Steam tight baking chamber built of refractory material improves quality of product. Other features like disappearing safety doors, electric ignition, four speed driving unit and concealed switch box, make the ADVANCE Oven the best you can buy, and the best is the cheapest in the long run. Write for details.

# ADVANCE OVEN CO.

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## CONGRESS VOTES CHAIN TAX

Chains operating more than 50 stores anywhere would be taxed \$550 per store for each unit in the District of Columbia, under a bill which was recently passed by the U. S. house of representatives by a vote of 131 to 53. This is the first time either branch of congress has voted a chain store tax. The surprise measure must still be approved by the senate, and it is expected that chain companies will ask a hearing before the senate District of Columbia committee.

In addition to the specific chain store tax, the bill includes a three-fifths of one per cent tax on gross receipts, which would fall on chains and independents according to their sales volume. It also would levy a license fee of \$10 per year on each store or place of business operated in the District of Columbia.

## CHAIN STORE SALES

Kroger Grocery and Baking Co. reports total sales of \$118,118,503 for the first 24 weeks of 1937, an increase of 10 per cent over dollar volume of \$107,476,741 in the corresponding period last year. Kroger sales in the four weeks ended June 19 totaled \$19,252,996 compared to \$18,304,966 for the like 1936 period.

## SWIFT SALES PROMOTION

Sale of the Swift & Company line of delicatessen products is being promoted currently by an extensive advertising campaign through newspapers. The campaign will be conducted from four centers, Miami, Fla., Philadelphia, Pa., Denver, Colo., and Minneapolis and St. Paul, Minn., and will feature "Otto Premm's" suggestions for summer season meals.

# PREDICT Fewer Hogs

June Pig Estimate is 3 Million  
Less Than Last Spring

**F**EWER market hogs in the fall of 1937 and the spring of 1938 are indicated by the June 1 pig survey of the U. S. Department of Agriculture. The spring pig crop, estimated at 38,779,000 head, is 3,057,000 less than last spring's crop.

Production this spring was heavier in the North and South Atlantic states and in the Eastern corn belt. Greatest decline was in the corn belt states west of the Mississippi river and in the South Central states, where feed supplies were lightest.

Number of hogs over six months of age on farms on June 1, 1937, was about 4 per cent less than a year earlier, according to the survey. Of these, sows for fall farrow are estimated at 3,746,000 head, which is 133,000 fewer than farrowed in the fall of 1936.

## Fall Litters May Help

According to present fall breeding intentions the number of litters produced in the United States in 1937 will total approximately 9,966,000, compared with 10,899,000 in 1936. However, should the number of pigs saved per litter continue as high as in the fall of 1936 and the spring of 1937, this would offset in part the decline in number of sows bred. Pigs saved per litter in the spring of 1937 was the largest on record since the survey was started.

Text of the survey report is in part as follows:

Number of pigs saved in the spring season of 1937 (December 1, 1936 to June 1, 1937) for the United States is estimated at 38,779,000 head, a decrease of 3,057,000 head or 7.3 per cent from the number saved in spring of 1936.

Number saved in the spring of 1935 was 32,438,000 head and in 1934 was 39,698,000 head; average for 1932-33 was 52,243,000. There was wide variation among different regions in the percentage change this year compared with last, ranging from a reduction of 15.7 per cent in the West North Central states to an increase of 21.2 per cent in the North Atlantic states. For the East North Central there was an increase of 9.6 per cent, for the South Atlantic an increase of 12.6 per cent, for the South Central a reduction of 7.0 per cent and for the Western a reduction of 1.2 per cent.

## Decrease in Farrowing

Decrease in number of sows farrowed in the spring season of 1937 from 1936 was greater than in the number of pigs saved, being 11.4 per cent for the entire United States and 15 per cent for

corn belt states. These reductions are somewhat larger than those indicated in the December, 1936, pig crop report of 5 per cent for the United States and 9 per cent for the corn belt, based on breeding intentions as reported by farmers at that time. Marked reductions from the December report are shown for the states where the 1936 drought was most severe. In other areas there is fairly close agreement between December indications and present estimates.

Average number of pigs saved per litter of 6.23 for the United States and 6.40 for the corn belt states are much the largest ever shown in the 14 years of record and compare with 5.96 and 6.06 respectively, in 1936. This high average reflects generally favorable weather conditions during the principal farrowing months and also probably better than usual care because of the smaller number of sows and the relatively high prices of both hogs and feed. There was little change from 1936 in the proportions of sows farrowed in different months, and the proportion in May was almost identical for the two years, both for the United States and the corn belt.

## Prospects for Fall Crop

Number of sows to farrow in the fall season of 1937 (June 1 to December 1) is indicated at 3,746,000 head, a reduction of 133,000 head or 3.4 per cent from the number farrowed in the fall of 1936. Reductions are indicated for all areas except the South Atlantic states, where a 3.5 per cent increase is shown. Reductions by areas are: North Atlantic 6.7 per cent, East North Central 7.4 per cent, West North Central 1.5 per cent (North Central 4.5 per cent), South Central 3.4 per cent, Western 5.8 per cent.

These changes are based upon breeding intentions reported about June 1, and the assumption that the relationship between breeding intentions and subsequent farrowings will be similar to the relationship in other years, except in the 1936 drought states, where allowance was made for the marked decline in fall farrowings in 1936 from the intentions reported in June 1936. In this group of states farrowings this fall may be larger than now indicated, if present favorable prospects for feed grain production continue, and hog prices remain at a high level.

If number of sows that farrow in the fall season of 1937 should be about as now indicated, total number of spring and fall litters for the United States would be about 9,966,000, compared with 10,899,000 in 1936, 9,152,000 in 1935, 9,761,000 in 1934 and 14,162,000, the 1932-33 average.

Assuming the same average number of pigs per litter in the fall of 1937 as the record high average in the fall of 1936, the combined spring and fall pig crop of 1937 would be about 4,000,000 head or about six per cent smaller than the combined crop of 1936. Number of hogs over six months of age on farms on June 1, according to the survey, was

somewhat smaller this year than a year earlier. Indicated decreases from last year are about 4 per cent for the United States or about 900,000 head and 12 per cent for the corn belt states, or about 1,500,000 head. Actual number on farms in the corn belt was not greatly different from the number on June 1, 1935.

## TRADE PRACTICE MEETING

(Continued from page 23.)

to present the necessity for solving the problem to the sales force of each company involved so as to have them thoroughly sold on the project before the retailer is approached. An effort then should be made to convince the retailer of the desirability of increasing his orders so that losses can be eliminated and general economy in distribution effected.

Speakers at the meeting on June 24 reported that they had found retailers quite willing and able to see the necessity for eliminating such distribution waste and pointed out that business on which a profit cannot be made is business that is not worth handling. Those companies which have undertaken the experiment reported without exception that no loss in volume occurred and that distribution economies are being achieved.

## Meetings Scheduled

Place and time of meetings and chairmen presiding are listed tentatively as follows:

Baltimore, July 16, W. F. Schlunderberg, Wm. Schlunderberg-T. J. Kurlie Co., Baltimore, Md.  
Boston, July 13, J. E. Wilson, Batchelder & Snyder Co., Boston.  
Buffalo, July 12, W. F. Price, Jacob Dold Packing Co., Buffalo.  
Cedar Rapids, Ia., July 19, Frank Kohrs, Kohrs Packing Co., Davenport.  
Chattanooga, Tenn., July 21, H. W. McCall, J. H. Allison & Co., Chattanooga.  
Cincinnati, July 15, Louis W. Kahn, E. Kahn's Sons Co., Cincinnati.  
Cleveland, July 13, Chester G. Newcomb, The Lake Erie Provision Company, Cleveland, Ohio.  
Denver, July 30, A. D. Curtis, Nuckolls Packing Co., Pueblo, Colo.  
Detroit, July 12, T. W. Tallaferro, Hammond Standish & Co., Detroit.  
El Paso, Tex., July 16, L. F. Miles, Peyton Packing Co., El Paso.  
Fort Worth, Tex., July 13, G. L. Childress, Houston Packing Co., Houston, Tex.  
Indianapolis, July 22, A. C. Sinclair, Kingan & Co., Indianapolis.  
Kansas City, July 12, Paul A. Dett, Armour and Company, Kansas City, Kans., and E. D. Henneberry, Hull & Dillon Packing Co., Pittsburg, Kans. (Joint meeting of Middle Southwestern Region and Kansas City Region.)  
Los Angeles, July 20, B. W. Campton, Sterling Meat Co., Los Angeles.  
Louisville, Ky., July 16, F. E. Wernke, Louisville Provision Co.  
New York, July 14, Geo. A. Schmidt, Stahl-Meyer, Inc., New York City.  
Philadelphia, July 15, B. C. Dickinson, Louis Burk, Inc., Philadelphia.  
Phoenix, Ariz., July 17, P. E. Tovrea, Tovrea Packing Co., Phoenix.  
Pittsburgh, July 14, W. E. Reineman, Fried & Reineman Packing Co., Pittsburgh.  
Portland, Ore., July 23, B. C. Darnall, Swift & Company, Portland.  
St. Louis, July 20, Frank A. Hunter, Hunter Packing Co., East St. Louis, Ill.  
San Antonio, Tex., July 14, G. L. Childress, Houston Packing Co., Houston, Tex.  
San Francisco, July 22, F. M. Kleppe, H. Moffat Co., San Francisco.  
Seattle, July 24, F. A. Danielson, Carstens Packing Co., Tacoma.  
Spokane, July 26, A. L. Capps, Armour and Company, Spokane.

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WITH ANOTHER SENSATIONAL DEVELOPMENT

## STOP WASTING COLOR!



If you now measure color with a spoon, notice above how this method can easily waste up to 100%! Jiffy COLOR Tablets eliminate this waste because each tablet contains exactly the same amount of color. Waste of color is eliminated, costs are reduced, and your product has uniformly fine eye-appeal when the JIFFY method is used!

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## JIFFY COLOR TABLETS

Now Stange has taken the guesswork out of coloring operations with a sensational new COLOR tablet that is self-mixing and self-blending.

Like the famous Jiffy Tablets for Curing, the JIFFY COLOR TABLET has FAST effervescent-dissolving action, assuring immediate availability of the color. It takes *all* the guesswork out of coloring operations because each tablet contains *exactly*  $\frac{1}{4}$  ounce of Certified Casing Color.

Product is always uniformly attractive in appearance with *exactly* the right amount of color to add *sales punch* and *eye appeal*. Jiffy COLOR Tablets give you *positive insurance* against variations in the color of your product.

Jiffy COLOR Tablets eliminate waste caused by improper measurement and spillage of powdered color. *They never vary*. They reduce the cost of coloring operations. They are *easier* and *better* to use.

Get the complete details today! See how much better, how much more economical, is the JIFFY method of coloring. *Free test samples gladly sent—write today!*



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NO MEASURING REQUIRED—  
SIMPLY COUNT THE TABLETS

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CHEAPER TO USE

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# Provisions and Lard

WEEKLY MARKET REVIEW

**M**ODERATE hog marketings and excited strength in grains brought a firmer trend in the futures market for lard and hog products this week. The upward movement in grains brought about commission house buying and covering in lard. Since hogs were on the upgrade, prices rose rather easily until opposition was encountered from packinghouse quarters.

The hedge selling served to bring about some speculative liquidation and a setback from the week's highs. The market held small gains, however, compared with the previous week.

Strength in the hog market was due to smaller receipts which, although picking up for a time, fell off again and throughout the week averaged under the same time last year. Receipts of hogs at Western packing points last week totaled 217,100 head, against 205,900 head the previous week and 285,400 during the same week in 1936.

The provision market appeared to have been little affected by the pig crop report although the figures were somewhat larger than some of the trade had looked for. The report pointed to a spring pig crop 7.3 per cent under the crop for 1936. The number of sows to farrow in the fall of 1937 was reported as 3.4 per cent smaller than the number farrowing in the fall of 1936. Total 1937 farrowings, spring and fall, were indicated at about 8.5 per cent below the total of 1936. The number of hogs over six months of age on June 1 was about 4 per cent smaller than on June 1, 1936.

## Corn Prices Advance

The scarcity of old domestic corn made itself felt again this week as prices rose sharply. The rise was aided by strength in wheat which was due to uncertainty surrounding the Canadian wheat crop. The fact that Argentine corn imports continue in considerable amounts has lost its influence. New corn crop prospects thus far are extremely good and moisture has been adequate. There may be some hot weather damage later on but heat is not apt to reduce the crops as drastically as did the drought of 1936.

The average price of hogs at the outset of the week was 11.25c, against 11.15c a week ago, 10.25c a year ago, 8.90c two years ago and 4.45c three years ago. Top hogs at mid-week this week were at 12c compared with 11.75 the previous week. The average weight of hogs received at Chicago last week was 259 lbs., against 257 lbs. the previous week, 250 lbs. a year ago and 256 lbs. two years ago.

Cash lard trade was reported as fair and some look for a reduction in lard stocks during the last half of June.

The corn hog ratio during the week ended June 19 was reported by the U. S. Department of Agriculture at 9.5, against 9.1 the previous week and 15.2 a year ago.

**PORK.**—Demand was fair at New York and the market was steady. Mess was quoted at \$31.25 per barrel; family, \$32.25 per barrel, and fat backs, \$24.00 @ 28.00 per barrel.

**LARD.**—Demand was fair and the market steady at New York. Prime western was quoted at 12.15@12.25c; middle western, 12.05@12.15c; New York City in tierces, 11 1/4c, tubs, 12 1/4c; refined continent, 12 1/4c; South America, 12 1/4c; Brazil kegs, 12 1/4c, and compound in car lots, 13c, smaller lots, 13 1/4c.

At Chicago, regular lard in round lots was quoted at July price, loose lard at 52 1/2c under July and leaf lard at 10c under July.

(See page 41 for later markets.)

**BEEF.**—Demand was fair and the market steady at New York. Family was quoted at \$23.00@24.00 per barrel.

## CHICAGO PROVISION STOCKS

Stocks of meat and lard on hand in Chicago are reported as of July 1, 1937:

	June 30, 1937.	May 31, 1937.	June 30, 1936.
Pork, bbls. ....	17,942	20,358	17,797
P. S. lard, lbs. ....	111,458,661	114,293,030	47,756,003
Other lard, lbs. ....	4,812,610	3,733,098	5,653,062
D.S. Cl. bellies <sup>1</sup> . ....	14,650,244	12,044,596	10,924,684
D.S. Rib bellies <sup>1</sup> . ....	986,947	904,949	1,266,998
Ex. Sh. Cl. sides <sup>1</sup> . ....	1,900	1,900	6,000
D.S. fat backs, lbs. ....	3,350,085	3,907,632	3,630,188
D.S. shldrs, lbs. ....	31,140	70,214	136,000
S.P. hams, lbs. ....	14,629,156	14,277,413	10,038,510
S.P. Sknd hams, lbs. ....	28,442,855	28,347,337	14,176,130
S.P. bellies, lbs. ....	22,077,037	23,306,090	17,417,241
S.P. picnic shldrs, lbs. ....	5,217,714	8,640,102	4,294,605
S.P. Boston shldrs, lbs. ....	23,000	18,000	32,000
Other cut meats, lbs. ....	8,462,667	10,454,480	6,558,905
Total cut meats, lbs. ....	97,872,445	101,972,113	68,481,261

<sup>1</sup> Made since Oct. 1, 1936.

## GERMAN HOGS AND LARD

Top hogs at Berlin for the week of June 9, 1937, were quoted at \$17.31 compared with the same price a week earlier and \$17.70 a year previous. Lard in tierces at Hamburg was quoted at \$14.01 per cwt., compared with \$14.05 the previous week and \$11.39 on the like date in 1936.

## GOVERNMENT GRADED MEAT

Meat graded by the U. S. Bureau of Agricultural Economics during May, 1937, with comparisons, is reported as follows:

	May, 1937, lbs.	5 mos., 1937, lbs.	5 mos., 1936, lbs.
<b>Fresh and frozen:</b>			
Beef .....	38,259,210	184,261,180	168,551,355
Veal and calf .....	478,904	1,073,256	1,319,103
Lamb and mutton .....	1,538,288	8,949,748	7,111,766
Pork .....	254,789	1,206,330	887,698
<b>Cured:</b>			
Beef .....	138,707	681,213	482,232
Pork .....	1,841,097	7,449,061	4,882,735
Sausage .....	3,218,044	15,216,141	12,740,659
Other meats and lard .....	197,929	1,018,594	735,010

## LIVERPOOL PROVISION STOCKS

Provision stocks on hand July 1, 1937, as estimated by Liverpool Trade Association:

	July 1, 1937.	June 1, 1937.	July 1, 1936.
Bacon, lbs. ....	46,032	370,608	187,264
Ham, lbs. ....	408,912	655,200	886,480
Shoulders, lbs. ....	19,040	21,280	12,060
Butter, cwt.* .....	10,355	10,200	17,420
Cheese, cwt.* .....	10,831	7,934	13,047
Lard, steam (U. S.) tons .....	76	50	9
Lard, steam (Canada) tons .....	22	34	44
Lard, steam (Argentina) tons .....	11	.....	83
Lard, refined (U. S.) tons .....	585	547	920
Lard, refined (Canada) tons .....	119	128	28
Lard, refined (Can. & So. Amer.) tons .....	17	30	38

\* (Ton of 2,240 lbs., cwt., 112 lbs.)

## LIVERPOOL PROVISION PRICES

Prices of first quality product at Liverpool for the week of June 9, 1937, with comparisons:

	June 9, 1937.	June 2, 1937.	June 10, 1936.
American green bellies .....	\$17.07	\$17.05	Nominal
Danish Wiltshire sides .....	19.17	20.06	\$20.07
Canadian green sides .....	16.52	17.42	17.83
American short cut green hams .....	20.93	20.90	21.90
American refined lard .....	15.05	15.29	11.73

## CANADIAN STORAGE STOCKS

Stocks of meat in Canada:

	June 1, '37, lbs.	May 1, '37, lbs.	5-yr. June 1, av., lbs.
Beef .....	11,515,572	14,013,339	10,549,752
Veal .....	2,650,130	2,105,446	1,907,144
Pork .....	51,299,226	57,917,569	39,264,855
Mutton & lamb .....	1,900,833	3,252,156	1,226,928

## U. K. CURED PORK QUOTA

Share of the United States in the United Kingdom's cured pork import quota will continue at around 922,000 lbs. weekly, or 8.1 per cent of 11,383,000

# PRAGUE POWDER

Registered U. S. Patent Nos. 2054623, 2054624, 2054625, 2054626



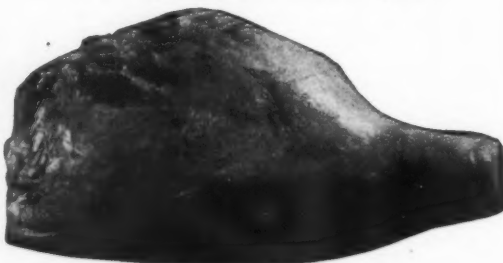
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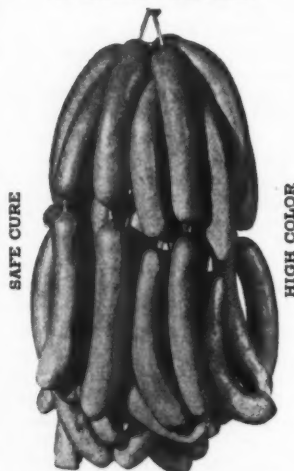
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A "ready-to-eat Ham" has a special smoking  
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for a Tasty Ham Cure. A 3 to 5 day cure.



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F O R D M O T O R C O M P A N Y  
BY-PRODUCTS DIVISION DEARBORN, MICHIGAN

lbs., the current weekly rate of permitted imports from all non-empire countries. Total quota for cured pork imports is about 1.5 per cent below quota established for the same period a year ago. No substitute for the pigs and bacon marketing scheme has been worked out by the British government, and no change in import restrictions is anticipated until the domestic problem has been settled.

## PACKER LABOR SITUATION

(Continued from page 15.)

employees were led forcibly out of the plant by pickets from outside.

A temporary restraint against picketing of the Puritan Beef Co., Trenton, N. J., has been issued against a local of the Amalgamated Meat Cutters and Butcher Workmen. The temporary restraint also prevents intimidation of non-striking employees of the company.

One hundred workers, members of the Amalgamated Meat Cutters and Butcher Workmen, returned to work at the Drummond Packing Co., Eau Claire, Wis., on June 25 after a one-day strike. It was reported that the union was granted a closed shop, a guarantee of 32 hours' work a week, a week's vacation with pay, and a 2½-cent an hour increase for all workers getting less than 50 cents an hour.

The National Labor Relations Board

is reported to be considering a petition filed by a local of the Committee for Industrial Organization, asking for a vote of employees at the Hunter Packing Co., East St. Louis, Ill., to determine whether the C.I.O. or an A. F. of L. group shall represent the company's workers in collective bargaining.

## APRIL LARD MOVEMENT

Estimated production and consumption of lard from federally inspected slaughter during April, 1937, with comparisons:

	Apr., 1937.	Mar., 1937.	Apr., 1936.
Production, M lbs.....	68,328	76,584	77,024
Storage beginning of month, M lbs.....	217,227	202,476	76,614
Storage end of month, M lbs.....	209,444	217,227	83,615
Exports (refined and neutral), M lbs.....	8,290	7,376	9,585
Apparent consumption, M lbs.....	67,821	54,457	60,688
Per-capita consumption, lbs.....	.53	.43	.47

## LARD AND GREASE EXPORTS

Exports of lard from New York City, week of June 26, 1937, totaled 141,398 lbs.; greases 227,200 lbs.; stearine none; tallow none.

## Hog Cut-Out Results

RAPID rise in hog prices toward the close of the four-day period of the current week resulted in considerable cutting loss, particularly on the heavier averages. Owing to scarcity, hog prices rose to the highest mark since September, 1935, the closing top being \$12.20 although 5c more was paid for a few extra fancy hogs.

Percentage of sows in the runs was large. At Chicago this class of hogs constituted 35 per cent of the total. In working out a hog test similar to the one shown on this page it should be borne in mind that cost, values and yields apply to good butchers of the weights shown and that sows will yield different results.

While supplies were about the same this week as last they were much smaller than those of a year ago, thus making strong demand for strictly fresh cuts and for new cure product. Some price discriminations were placed against product held for some time in cure or in the freezer.

Toward the close of the period bulk of good and choice hogs at Chicago weighing from 200 to 300 lbs. went at \$11.75 to \$12.10, while weights up to 190 lbs. moved within a range of \$11.50 to \$12.00.

The test shown on this page is worked out on the basis of representative costs and values at Chicago for good butcher hogs of the weights shown.

## HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

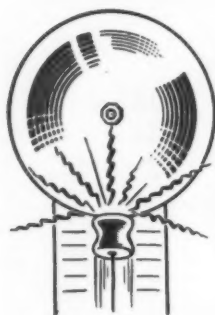
	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.
180-220 lbs.			220-260 lbs.			260-300 lbs.			
Regular hams .....	14.00	19.9	\$ 2.79	13.70	19.5	\$ 2.67	13.40	19.2	\$ 2.57
Picnics .....	5.70	16.6	.95	5.40	15.5	.84	5.10	13.5	.69
Boston butts .....	4.00	22.5	.90	4.00	22.5	.90	4.00	22.5	.90
Loins (blade in) .....	9.80	25.0	2.45	9.50	24.0	2.28	9.00	21.0	1.89
Bellies, S. P. ....	11.00	19.9	2.19	9.70	19.7	1.91	3.10	18.7	.58
Bellies, D. S. ....				2.00	15.2	.30	9.40	15.2	1.43
Fat backs .....	1.00	11.5	.12	3.00	11.9	.36	5.00	12.6	.63
Plates and jowls .....	2.50	11.7	.29	2.50	11.7	.29	3.00	11.7	.35
Raw leaf .....	2.10	11.2	.24	2.20	11.2	.25	2.10	11.2	.24
P. S. lard, rend, wt. ....	11.30	11.3	1.28	11.10	11.3	1.25	10.20	11.3	1.15
Spareribs .....	1.60	14.9	.24	1.60	14.8	.24	1.50	14.7	.22
Trimnings .....	3.00	12.5	.38	2.80	12.5	.35	2.70	12.5	.34
Feet, tails, neckbones .....	2.00		.09	2.00		.09	2.00		.09
Offal and misc. ....			.45			.45			.45
<b>TOTAL YIELD AND VALUE...</b>	<b>68.00</b>		<b>\$12.37</b>		<b>69.50</b>	<b>\$12.18</b>	<b>70.50</b>		<b>\$11.53</b>
Cost of hogs per cwt.....		\$11.88			\$11.93			\$11.80	
Condemnation loss .....		.06			.06			.06	
Handling & overhead.....		.80			.72			.67	
<b>TOTAL COST PER CWT ALIVE</b>		<b>\$12.74</b>			<b>\$12.71</b>			<b>\$12.53</b>	
<b>TOTAL VALUE .....</b>		<b>12.37</b>			<b>12.18</b>			<b>11.53</b>	
Loss per cwt.....		.37			.53			1.00	
Loss per hog.....		.74			\$ 1.27			\$ 2.80	

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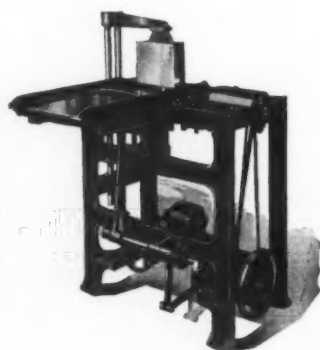
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Buy Stockinettes from CAHN and BE SURE!

## PORK PRODUCTS EXPORTS

Exports of provisions originating in the United States and Canada and Atlantic and Gulf ports:

	Week ended June 26, 1937.	Week ended June 27, 1936.	Nov. 1, 1936 to June 26, 1937.
<b>PORK.</b>	bbls.	bbls.	bbls.
United Kingdom .....	10	10	10
Continent .....	256	256	256
West Indies .....	268	268	268
Total .....	268	268	268

### BACON AND HAM.

	M lbs.	M lbs.	M lbs.
United Kingdom .....	670	771	89,278
Continent .....	88	88	88
West Indies .....	1	1	214
B. N. A. Colonies .....	20	20	20
Other Countries .....	3	3	3
Total .....	670	772	89,603

### LARD.

	M lbs.	M lbs.	M lbs.
United Kingdom .....	800	1,747	65,892
Continent .....	1	67	2,165
Sth. and Ctl. America .....	97	83	988
West Indies .....	1	210	3,594
B. N. A. Colonies .....	137	137	137
Other Countries .....	6	6	6
Total .....	899	2,077	72,782

### TOTAL EXPORTS BY PORTS.

From	Pork, bbls.	Bacon and Ham, M lbs.	Lard, M lbs.
New York .....	531	141	141
Boston .....	8	97	97
New Orleans .....	131	659	659
Galveston .....	2	2	2
Montreal .....	670	899	899
Halifax .....	888	2,704	2,704
Total week .....	6	538	3,546
Previous week .....	772	2,077	2,077
2 weeks ago .....			
Cor. week 1936 .....			

### SUMMARY NOV. 1, 1936 TO JUNE 26, 1937.

	1936-'37.	1935-'36.	Increase, decrease.
Pork, M lbs. ....	53	226	172
Bacon and Ham, M lbs. ....	89,603	62,778	26,825
Lard, M lbs. ....	72,782	66,168	6,614

## MEAT IMPORTS AT NEW YORK

For week ended June 25, 1937:

Point of origin.	Commodity.	Amount Lbs.
Argentina—Canned corned beef .....	364,800	
—S. P. bellies .....	40,272	
—D. S. bellies .....	8,124	
—Roast beef in tins .....	26,982	
—S. P. butts .....	8,309	
Brazil—Jerked beef .....	2,248	
Canada—Smoked bacon .....	7,036	
—Fresh chilled calf livers .....	540	
—Calf livers .....	780	
—Fresh chilled pork cuts .....	21,162	
Czechoslovakia—Cooked ham in tins .....	14,214	
Denmark—Cooked ham in tins .....	20,989	
—Salam .....	2,640	
—Smoked bacon .....	3,899	
England—Smoked bacon .....	31,429	
France—Liverpaste in tins .....	2,691	
Germany—Smoked ham in tins .....	1,188	
Holland—Smoked hams .....	3,125	
—Cooked ham in tins .....	36,558	
—Cooked sausage in tins .....	220	
Hungary—Cooked ham in tins .....	22,044	
Italy—Salam .....	89	
Lithuania—Fresh frozen hams .....	9,141	
—Cooked ham in tins .....	15,933	
Poland—Fresh frozen pork cuts .....	84,704	
—Cooked ham in tins .....	82,453	
Uruguay—Canned corned beef .....	106,362	

Careless work in hog scalding costs money. Read "PORK PACKING." The National Provisioner's pork plant handbook.

Week Ending July 3, 1937

# Chicago Provision Markets

REPORTED BY THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## FUTURE PRICES

	Open	High	Low	Close
<b>SATURDAY, June 26, 1937.</b>				
<b>LARD—</b>				
July .....	11.90	11.95	11.80	11.95b
Sept. ....	12.17½	12.25	12.07½	12.25b
Oct. ....	12.20	12.30	12.15	12.30
Dec. ....	12.00-07½	12.15	11.95	12.15b
Jan. ....	12.10	12.12½	12.10	12.12½b

<b>CLEAR BELLIES—</b>				
July .....	16.00			16.00b
Sept. ....				16.77½ax

## MONDAY, JUNE 28, 1937.

<b>LARD—</b>				
July .....	11.92½	11.92½	11.75	11.85ax
Sept. ....	12.22½	12.22½	12.02½	12.12½b
Oct. ....	12.27½	12.27½	12.10	12.20ax
Dec. ....	12.17½	12.17½	11.90	12.00b
Jan. ....				12.05b

<b>CLEAR BELLIES—</b>				
July .....	16.00			16.00ax
Sept. ....	16.75			16.75ax

## TUESDAY, JUNE 29, 1937.

<b>LARD—</b>				
July .....	11.65	11.75	11.65	11.70b
Sept. ....	12.02½-00	12.05	11.95	12.00ax
Oct. ....	12.02½	12.05	12.00	12.05b
Dec. ....	11.90-30	11.95	11.80	11.92½
Jan. ....	11.90	11.95	11.90	11.95ax

<b>CLEAR BELLIES—</b>				
July .....	15.85	15.85	15.80	15.80
Sept. ....	16.55	16.57½	16.55	16.55ax

## WEDNESDAY, JUNE 30, 1937.

<b>LARD—</b>				
July .....	11.72½-75	11.75	11.67½	11.70b
Sept. ....	12.02½-05	12.05	11.87½	12.00
Oct. ....	12.10	12.10	12.05	12.07½
Dec. ....	11.92½-07½	11.97½	11.90	12.05b
Jan. ....	11.95			11.95ax

<b>CLEAR BELLIES—</b>				
July .....	15.75	15.75	15.67½	15.72½b
Sept. ....	16.50	16.50	16.42½	16.42½

## THURSDAY, JULY 1, 1937.

<b>LARD—</b>				
July .....	11.75	11.85	11.72½	11.85b
Sept. ....	12.05	12.15	12.02½	12.15
Oct. ....	12.10	12.20	12.10	12.20b
Dec. ....	11.95	12.02½	11.85	12.02½ax
Jan. ....				12.00b

<b>CLEAR BELLIES—</b>				
July .....	15.75	15.95	15.75	15.95b
Sept. ....	16.55	16.65	16.55	16.65

## FRIDAY, JULY 2, 1937.

<b>LARD—</b>				
July .....	11.90	11.92½	11.85	11.92½
Sept. ....	12.20	12.20	12.10	12.17½-20
Oct. ....	12.30-27½	12.30	12.20	12.35b
Dec. ....	12.00	12.02½	11.95	12.00
Jan. ....				12.00ax

<b>CLEAR BELLIES—</b>				
July .....	16.00	16.17½	16.00	16.17½b
Sept. ....	16.75	16.90	16.75	16.90b

## EXPORTS OF SPECIAL MEATS

Meat specialties and poultry exported from the United States during April, 1937, were as follows:

	Lbs.	Value.
Kidneys .....	588,607	\$55,132
Livers .....	196,192	19,983
Tongues .....	418,808	64,088
Poultry and game .....	152,389	33,957

## MEAT AND LARD EXPORTS

Exports of bacon and lard through port of New York during week ended July 2, 1937 totaled 177,500 pounds of bacon, 15,400 lbs. of lard, and 5 bbls. of pork.

## CASH PRICES

Based on actual carlot trading Thursday, July 1, 1937.

### REGULAR HAMS.

	Green.	*S.P.
8-10 .....	20½	21½
10-12 .....	20½	21½
12-14 .....	20½	20½
14-16 .....	20½	20½
16-18 range .....	20½	20½

### BOILING HAMS.

	Green.	*S.P.
16-18 .....	19½	19½
18-20 .....	18½	19
20-22 .....	19½	19½
16-22 range .....	19½	19½

### SKINNED HAMS.

	Green.	*S.P.
10-12 .....	21½	21½
12-14 .....	21½	21½
14-16 .....	21	20½
16-18 .....	20½	20½
18-20 .....	19½	19½
20-22 .....	19	18½
22-24 .....	17½	17½
24-26 .....	16½	16½
26-30 .....	15½	15½
30 and up .....	15½	15½

### PICNICS.

	Green.	*S.P.
4-6 .....	17	16½
6-8 .....	15½	15½
8-10 .....	13½	13½
10-12 .....	13½	13½
12-14 .....	13½	13½

Short Shank ½c over.

### BELLIES.

(Square cut seedless)  
(S. P. ¼c under D. C.)

	Green.	*D.C.
6-8 .....	20½	20½
8-10 .....	20½	20½
10-12 .....	20	20
12-14 .....	19½ @ 20	19½
14-16 .....	18½ @ 19	18½
16-18 .....	18½	18½

\*Quotations represent No. 1 new cure.

### D. S. BELLIES.

	Clear.	Rib.
14-16 .....	16½	16½
16-18 .....	16½	16½
18-20 .....	16½	16½
20-25 .....	16½	16½
25-30 .....	16½	16½
30-35 .....	16½	16½
35-40 .....	16½	16½
40-50 .....	16	16

### D. S. FAT BACKS.

6-8 .....	12½
8-10 .....	13
10-12 .....	13½
12-14 .....	13½
14-16 .....	14
16-18 .....	14½
18-20 .....	15
20-25 .....	15½

### OTHER D. S. MEATS.

Extra Short Clears .....	35-45	16½n
Extra Short Ribs .....	35-45	16½n
Regular Plates .....	6-8	13½
Clear Butts .....	4-6	14
Jowl Butts .....		14
Green Square Jowls .....		14½
Green Rough Jowls .....		14

### LARD.

Prime Steam, cash .....	11.90n
Prime Steam, loose .....	11.40b
Refined, boxed, N. Y.—Export .....	unquoted
Neutral in tierces .....	14.00n
Raw Leaf .....	12.00n

## CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for the week ended June 26, 1937, were as follows:

	Week June 26.	Previous week.	Same week '36.
Cured meats, lbs. ....	14,422,000	13,244,000	16,636,000
Fresh meats, lbs. ....	37,068,000	39,815,000	44,454,000
Lard, lbs. ....	2,747,000	2,908,000	1,781,000

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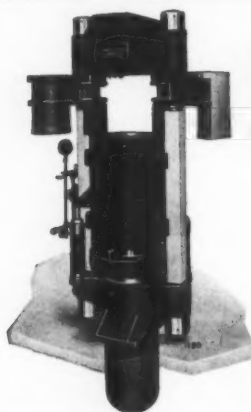
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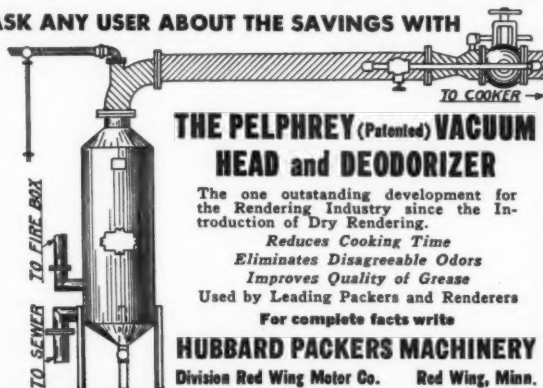
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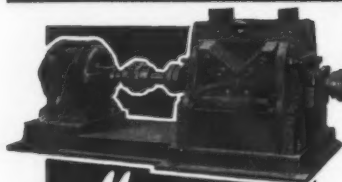
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# Tallows and Greases

WEEKLY MARKET REVIEW

**TALLOW.**—Trade in tallow was quiet and the market was steadier at New York during the past week. A little extra changed hands at 8½c, delivered, or unchanged from previous sales, but offerings were lighter. No particular demand made its appearance in the market. Producers' ideas were a little firmer. Any broadening in demand might easily result in a slightly higher market.

Sentiment was a little more friendly with no pressure of domestic supplies and foreign tallow too high for the market. South American as well as Australian tallow, first quality, was quoted at 5.70c, c.i.f. New York.

At New York, special was quoted at 8c; edible, 8½@8¾c nominal, and extra, 8½c, delivered.

Tallow futures on the New York Produce Exchange were quiet and 5 points higher to 15 lower on the week. October changed hands at 8.40c.

The market for tallow at Chicago has been generally quiet with offerings moderate. Some large consumers are shut down for vacations. Edible tallow sold on Wednesday at 8½c, delivered, or 8½c, shipping point. Edible tallow was quoted on Thursday at 8½; fancy, 8½@8¾c; prime packer, 8½@8¾c; special, 8½@8¾c, and No. 1, 8c.

At Liverpool, Argentine beef tallow, June-July shipment, was off 6d on the week at 25s6d. Australian tallow at Liverpool dropped 1s during the week and June-July was quoted at 25s3d.

There was no London tallow auction this week.

**STEARINE.**—The market was somewhat weaker at New York during the past week. There were sales from the Mid-west at 9½c, delivered Baltimore, and 9¼c, delivered New York. As a result, oleo was quoted at 9½c asked at New York, or unchanged from the level prevailing a week ago.

At Chicago, the market was a routine affair. Oleo stearine was unchanged at 9¼c.

**OLEO OIL.**—A steady to firm market prevailed at New York for oleo oil but there was no particular demand. Extra was quoted at 12¼@13c; prime, 12¼@12¾c, and lower grades, 11¼@12c.

At Chicago, trade was moderate and the market was steady. Extra was quoted at 12¼@12½c.

(See page 41 for later markets.)

**LARD OIL.**—Demand was moderate at New York and the market was unchanged. No. 1 Barrels were quoted at 12¼c; No. 2, 13c; extra, 13c; extra No. 1, 12½c; prime, 14¼c, and extra winter strained, 13½c.

**NEATSFOOT OIL.**—Demand was fair at New York and the market was

quotably unchanged. Cold test was quoted at 18¼c; extra, 12¼c; extra No. 1, 12½c; pure, 13½c, and special, 13¼c.

**GREASES.**—A steady to firmer trend was noted in greases. This was partly due to some improvement in demand from consumers and also traceable to a steadier tone in tallow. Yellow and house grease at New York sold at 7½c followed by business at 8c, or ¼c better than the previous week. Offerings were somewhat larger at the 8c level and the market took on an awaiting attitude.

At New York, choice white grease was quoted at 9c nominal; A white, 8½@8¾c; B white, 8½@8¾c, and yellow and house, 8c.

At Chicago, the market for greases has been quiet with moderate offerings. There was a slightly better undertone in some directions. Choice white grease was quoted on Thursday at 9¼c; A white, 8½c; B white, 8¼c; yellow, 7½@8c, and brown, 7½c.

## PRODUCTION AND PRICES

Charles J. Brand, executive secretary and treasurer of the National Fertilizer Association, sailed from New York on June 16 on the s.s. Manhattan to attend the ninth International Chamber of Commerce congress in Berlin and the fifth International Technical and Chemical Congress of Agricultural Industries in Scheveningen, Holland. He also expects to attend the fourth International Grassland Conference in Aberystwyth, Wales, and to visit the International Institute of Agriculture at Rome. Mr. Brand is scheduled to address the International Chamber of Commerce on "Effect of Controls on Output, Prices and Movements of Primary Products."

## TALLOW AND GREASES

(Loose, basis Chicago.)

	Per lb.
Edible tallow	@ 8½
Prime packers tallow	8½@ 8¾
No. 1 tallow, 10% f.f.a.	@ 8
Special tallow	8¼@ 8½
Choice white grease	@ 9¼
A-White grease, 4% acid	@ 8½
B-White grease, maximum 5% acid	@ 8¼
Yellow grease, 16-20 f.f.a.	@ 7½
Brown grease, 40 f.f.a.	@ 7½

## ANIMAL OILS

(Basis Chicago)

	Per lb.
Prime edible	14¼
Prime inedible	13¾
Headlight	13¾
Prime W. 8	13
Extra W. 8	12¾
Extra lard oil	12½
Extra No. 1	12
No. 1 lard	11½
No. 2 lard	11
Acidless tallow	17½
20" neatsfoot	12¾
Pure neatsfoot	12¾
Spec. neatsfoot	12¾
Extra neatsfoot	12¾
No. 1 neatsfoot	12

## BY-PRODUCTS MARKETS

Chicago, July 1, 1937.

Blood.

Market nominal at quoted prices.

	Unit
Unground	Ammonia.
Unground	\$3.10@3.20

### Digester Feed Tankage Materials.

Market quiet and easy. Second quality 6 to 10% goods, nominal at \$2.75 & 10c, f.o.b. Chicago.

Unground, 10 to 12% ammonia	\$3.00@3.10 & 10c
Unground, 6 to 10%, choice quality	3.50@3.60 & 10c
Liquid stick	@ 2.25

### Packinghouse Feeds.

Some producers report good business at quoted prices.

	Carlots, Per ton.
Digester tankage meat meal, 60%...	@ 50.00
Meat and bone scraps, 50%...	@ 47.50
Raw bone meal for feeding	@ 45.00

### Bone Meals (Fertilizer Grades).

Prices quoted f.o.b. Chicago, product in new bags.

	Per ton.
Steam, ground, 3 & 50	@ 25.00
Steam, ground, 2 & 27	@ 24.00

### Gelatin and Glue Stocks.

Bones for glue stock steady, other products easy on quiet market.

	Per ton.
Calf trimmings	@ 37.50
Picked sheep trimmings	@ 37.50
Sinews, plazes	@ 28.00
Cattle jaws, skulls and knuckles	@ 55.00
Hide trimmings	@ 26.00
Pig skin scraps and trim, per lb., L.C.I.	5c @ 5½c

### Fertilizer Materials.

Market nom.; prices f.o.b. Chicago.

High grd. tankage, ground, 10@11% am.	\$ 3.15@ 3.25 & 10c
Bone tankage, ungrd., low	@ 22.00
gr., per ton	@ 3.65
Hoof meal	@ 3.65

### Dry Rendered Tankage.

Market quiet. Sellers asking 77½@80c for low protein material, first quality high protein product 72½@75c.

Hard pressed and expeller unground per unit protein	\$ .70@.72½
Soft prod. pork, ac. grease & quality, ton	@ 50.00
Soft prod. beef, ac. grease & quality, ton	@ 40.00

### Horns, Bones and Hoofs.

Fair demand for bones and house run horns and hoofs. Prices delivered Chicago.

	Per ton.
Horns, according to grade	\$45.00@75.00
Cattle hoofs	50.00@52.50
Junk bones	22.00@24.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

### Animal Hair.

Market continues quiet and easy.

Coll and field dried hog hair	2½c@4c
Processed, black winter, per lb.	6½c@9½c
Cattle switches, each*	2½c@2¾c

\*According to count.

## CASING EXPORTS AND IMPORTS

Foreign trade in casings during April, 1937:

EXPORTS.			
	Hog, lbs.	Beef, lbs.	Other, lbs.
Austria .....		79,155	
Belgium .....	3,300	63,724	
Czechoslovakia .....		72,605	
Denmark .....		103,997	
Finland .....		12,500	
France .....		144,249	2,000
Germany .....	42,698	314,133	2,200
Italy .....		47,030	
Netherlands .....	11,543	68,102	580
Norway .....		43,756	
Poland and Danzig .....		137,618	
Spain .....	3,000		
Sweden .....	833	2,700	
Switzerland .....	416	25,009	
United Kingdom .....	332,697	49,921	11,707
Canada .....		1,242	6,455
Panama .....			200
Mexico .....	496		1,327
Bermuda .....	25		
Cuba .....		3,782	807
Argentina .....			24
Colombia .....			113
Palestine .....			46
Philippine Islands .....			285
Australia .....	120,190		7,590
New Zealand .....	12,858		7,108
Union of So. Africa .....		5,215	
Total .....	528,193	1,174,938	40,222
Value .....	\$341,813	\$86,977	\$40,870

IMPORTS.			
	Sheep, lamb and goat, lbs.	Other, lbs.	
Austria .....	15,644	6,690	
Belgium .....	100	2,501	
Czechoslovakia .....	3,356		
Denmark .....	1,157	1,896	
France .....	2,371	6,139	
Germany .....	11,790	6,864	
Italy .....	500		
Netherlands .....	8,520	25,905	
Portugal .....	500		
Spain .....	79	6,402	
Sweden .....	2		
Switzerland .....	43,771	84,872	
United Kingdom .....	2,122		
Yugoslavia .....	32,866	345,803	
Canada .....		92,696	
Cuba .....	103,077	439,700	
Argentina .....	26,051	500	
Brazil .....	2,050		
Chile .....	3,607	155,343	
Peru .....	15,461		
Uruguay .....	78,628	148,248	
British India .....	17,931		
China .....	450		
Iraq .....	2,810		
Palestine .....	2,602		
Iran .....	26,973		
Syria .....	222,877	23,944	
Turkey .....	259,462		
Australia .....	24,085		
New Zealand .....	19,097		
Union of South Africa .....	6,250		
Egypt .....	1,410		
Algeria .....	176		
Tunisia .....	25,458		
Other French Africa .....			
Morocco .....			
Total .....	967,235	1,502,818	
Value .....	\$1,035,300	\$280,733	

## EASTERN FERTILIZER MARKETS

(Special Wire to The National Provisioner.)

New York, June 30, 1937.

Dried blood sold at \$3.25 per unit ammonia, f.o.b. New York. Little demand even at this price. Stocks are small. South American for July-August shipment quoted at \$3.60@3.70 per unit, c.i.f. Atlantic and Gulf ports.

Production of tankage is very light compared with a year ago, and there are hardly any stocks on hand. Quotation of \$3.50 and 10c, f.o.b. New York, is nominal.

Nitrate of soda for delivery July to October, inclusive, in bulk was advanced \$1.00 per ton and for shipment in bags the price advanced \$1.00 per ton, for July delivery only.

Dry rendered tankage is lower in price with a limited amount of trading being done.

Japanese sardine meal is quite a bit off in price. Sales of spot material at \$49.50 per ton ex-vessel, New York, and price for July-August or September shipment from Japan is \$47.00, c.i.f. North Atlantic Coast ports.

## FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniates.			
Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports; July.	\$	@27.50	
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York.		nominal	
Blood, dried, 16% per unit.		@ 3.25	
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory.		4.00 & 10c	
Fish meal, foreign, 11½% ammonia, 10% B. P. L. c.i.f. spot.		@49.50	
July, Aug. shipment.		@47.00	
Fish scrap, acidulated, 7% ammonia, 3% A.P.A., f.o.b. fish factories.		3.00 & 10c	
Soda nitrate, per net ton: bulk, July-Oct.		@26.50	
In 200-lb. bags, July.		@27.80	
In 100-lb. bags, July.		@28.50	
Tankage, ground, 10% ammonia, 15% B. P. L. bulk.		3.50 & 10c	
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk.		3.50 & 10c	
Phosphates.			
Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	\$	@26.50	
Bone meal, raw, 4½% and 50%, in bags, per ton, c.i.f.		@34.00	
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% fat.		@ 8.50	
Dry Rendered Tankage.			
50% unground		70@75c	
60% unground		@65c	

## TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, JUNE 26, 1937.			
	High.	Low.	Close.
June .....			*8.00
July .....			8.05@8.40
August .....			78.15
September .....			8.20@8.40
October .....			8.20@8.40
November .....			78.20
MONDAY, JUNE 28, 1937.			
July .....			8.15@8.50
August .....			8.15@8.50
September .....			8.15@8.45
October .....			8.20@8.45
November .....			8.15@8.50
TUESDAY, JUNE 29, 1937.			
July .....			8.00@8.35
August .....			8.05@8.35
October .....	8.40	8.40	8.20@8.45
December .....			8.20@8.50
WEDNESDAY, JUNE 30, 1937.			
July .....			8.00@8.35
August .....			8.00@8.40
September .....			8.20@8.40
October .....			8.20@8.40
November .....			8.20@8.50
December .....			8.20@8.50
THURSDAY, JULY 1, 1937.			
July .....			8.00@8.40
August .....			8.00@8.40
September .....			8.20@8.50
October .....			8.20@8.40
November .....			8.20@8.45
December .....			8.20@8.50
FRIDAY, JULY 2, 1937.			
July .....			8.00@8.40
September .....			8.20@8.45

\*Bid. †Nominal.

## HULL OIL MARKETS

Hull, England, June 30, 1937.—Refined cottonseed oil, 29s 6d. Egyptian crude cottonseed oil, 26s 6d.

## MARGARINE MATERIALS USED

Products used in margarine manufacture during May, 1937, compared with the quantities used in the same month a year ago are reported as follows:

	May, 1937, lbs.	May, 1936, lbs.
Ingredients of uncolored oleomargarine:		
Babassu oil .....	2,613,413	1,034,517
Cocconut oil .....	4,079,470	9,793,729
Corn oil .....	117,312	226,196
Cottonseed oil .....	12,515,022	7,332,137
Derivative of glycerine .....	86,214	70,871
Lecithin .....	1,583	1,441
Milk .....	5,212,170	4,971,350
Neutral lard .....	147,227	135,251
Oleo oil .....	1,094,898	1,085,333
Oleo stearine .....	274,819	316,449
Oleo stock .....	113,040	117,844
Palm oil .....	153,175	71,096
Palm kernel oil .....	832,796	215,542
Peanut oil .....	188,638	168,364
Salt .....	1,237,626	1,297,137
Sesame oil .....		1,400
Soda (benzoate of) .....	11,568	11,030
Soya bean oil .....	1,486,198	299,135
Total .....	30,165,454	27,148,822

Ingredients of colored oleomargarine:		
Babassu oil .....	3,163	766
Cocconut oil .....	14,364	185,493
Color .....	129	242
Corn oil .....	687	41
Cottonseed oil .....	41,671	28,835
Derivative of glycerine .....	227	391
Milk .....	31,968	57,266
Neutral lard .....	3,253	3,380
Oleo oil .....	26,724	28,717
Oleo stearine .....	525	5,000
Oleo stock .....	2,253	2,663
Palm oil .....	3,850	
Palm kernel oil .....	1,512	
Peanut oil .....	5,417	1,046
Salt .....	8,447	22,798
Soda (benzoate of) .....	37	55
Soya bean oil .....	4,023	923
Total .....	148,255	337,625

## BRAZIL SELLS OILS TO U. S.

Brazil is an increasingly important source of a number of vegetable oils which are used in the United States in shortening, margarine and other edible products. The supply of many of these has been and still is uncertain, since many of the raw materials are raised in inaccessible regions and production is sporadic. According to the U. S. Department of Commerce, Brazil exported the following edible oils or oil materials to the United States during 1936:

Babassu nuts .....	66,493,000 lbs.
Babassu oil .....	179,000 lbs.
Cottonseed oil .....	45,508,000 lbs.
Murmuru nuts .....	2,559,000 lbs.
Tumcum nuts .....	4,917,000 lbs.
Ouricury seeds .....	2,665,000 lbs.

## MAY MARGARINE PRODUCTION

Margarine produced during May, 1937, with comparisons showing an increase of approximately 12 per cent over the production of May, 1936, is reported as follows by margarine manufacturers:

	May, 1937, lbs.	May, 1936, lbs.
Production of uncolored margarine .....	28,611,770	25,265,493
Production of colored margarine .....	128,744	314,700
Total production .....	28,740,514	25,580,193
Uncolored margarine with drawn tax paid .....	28,794,142	25,452,311
Colored margarine with drawn tax paid .....	55,098	44,670

# Vegetable Oils

## WEEKLY MARKET REVIEW

**F**UTURES market for cottonseed oil backed and filled during the past week in moderate trading. The undertone was steady although prices failed to get very far in either direction. There was quite a little buying and covering at times on firmness in cotton which resulted from the unusual strength in grains. There was no follow through buying in oil on the advances, however. Offerings increased considerably on the bulges and the market was rather poorly supported at times.

Failure of the market to make any headway on the constructive side was not surprising in view of very favorable weather conditions in the Cotton Belt. Lack of demand from consumers for cash oil was also a factor. Consumers continued to operate in a hand-to-mouth way, watching the liberal visible supply and the large prospective new crop, and apparently continued to work down stocks on hand.

Delivery of 50 lots on July contracts served to bring about considerable turnover in speculatively held July oil, some of which was sold outright and some transferred to later months. Refiners took the July and sold the distant positions. Some of the tenders were re-issued but there was less evidence of July liquidation at mid-week this week. Indications were that the spot position had been pretty well evened up.

There was no particular activity in the crude markets with Southeast called 8@8½c nominal, and Texas immediate at 8c. Any interest in crude was purely speculative and developments as yet have little bearing upon the futures market.

Foreign conditions attracted little more than passing attention in cottonseed oil this week.

### Estimates On Use Below 1936

The trade has been talking a possible June oil consumption of 165,000 to 200,000 bbls. compared with 229,000 bbls. in June, 1936.

Imports of cotton oil into the United States during the first three weeks of June were estimated at 38,000 bbls., indicating that the month's imports would be considerably above receipts of 24,000 bbls. during June, 1936.

The cotton crop has been privately estimated at from 14,580,000 bales to 15,449,000 bales on an acreage estimated at from 34,300,000 acres to 35,474,000 acres. A year ago the cotton crop totaled 12,399,000 bales. These estimates indicate that the crop's beginning has been good but it still must pass through the critical months of July and August. High temperatures in the Western belt served to keep down insect activity this week. Renewed showery conditions in

the Eastern belt created fears of increased weevil activity and consequent damage to the new crop.

The pig report showed greater numbers of pigs than those around the oil ring had anticipated. The report placed the number of spring pigs at 38,779,000 against 41,836,000 a year ago, 32,438,000 two years ago, 39,698,000 in 1934, and an average of 52,243,000 head for the 1932-33 season.

The cotton oil market continues to lack individual feature and local traders readily follow any movement in allied or outside commodities.

**COCOANUT OIL.**—There were good sales at New York at 5 to 5½c and on the Coast at 4½c. The market was stronger with New York subsequently quoted at 5½@5½c and Pacific Coast at 5c.

**CORN OIL.**—Interest was routine and small. The market was steady at 8½c, New York.

**SOYA BEAN OIL.**—Nearby oil was quoted at 8c at New York. Forward or new crop oil was quoted at 7½c but no business was reported.

**PALM OIL.**—There was a better demand for Nigre oil at New York and a fair trade passed with shipment quoted at 4.65c. Sumatra oil for 1937 was quoted at 5c and forward at 4½c.

**PALM KERNEL OIL.**—The market was dull and barely steady. Shipment positions were quoted at 5½c, New York.

**OLIVE OIL FOOTS.**—Business was reported routine. Prices were steady at 11½c, New York.

**PEANUT OIL.**—Sellers at New York were steady in their ideas but trade was small and the market was quoted at 8@8½c.

## SOUTHERN MARKETS

### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., July 1, 1937.—Cotton oil futures net changes only slight. Crude stocks low with price 8½c per pound, f.o.b. mill, firm. Bleachable reported needed in some directions with good undertone. Hogs advancing and unfavorable boll weevil reports increasing, hence relatively stable markets are anticipated.

### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, July 1, 1937.—Forty-three per cent cottonseed cake and meal, Dallas basis, for interstate shipment, \$34.00. Prime cottonseed oil 8c, nominal.

## COTTON OIL TRADING

**COTTONSEED OIL.**—Valley and Southeast were quoted on Wednesday at 8.12½ bid, 8.25 asked; Texas 8.00 bid, 8.12½ asked at common points, Dallas 8.12½@8.25 nominal.

Market transactions at New York:

	Friday, June 25, 1937			—Range—		—Closing—	
	Sales.	High.	Low.	Bid.	Asked.		
July . . . . .	91	924	917	920	a trad		
Aug. . . . .	....	....	....	920	a nom		
Sept. . . . .	38	932	926	927	a trad		
Oct. . . . .	58	931	926	925	a 28		
Nov. . . . .	....	....	....	920	a trad		
Dec. . . . .	40	925	920	920	a trad		
Jan. . . . .	28	925	917	922	a trad		
Feb. . . . .	....	....	....	920	a nom		

Saturday, June 26, 1937						
July . . . . .	57	924	912	913	a trad	
Aug. . . . .	....	....	....	920	a nom	
Sept. . . . .	16	926	920	921	a 20tr	
Oct. . . . .	19	929	919	920	a 19tr	
Nov. . . . .	....	....	....	920	a nom	
Dec. . . . .	54	924	912	914	a 13tr	
Jan. . . . .	....	....	....	914	a 915	
Feb. . . . .	....	....	....	915	a nom	

Monday, June 28, 1937						
July . . . . .	119	921	905	915	a 16tr	
Aug. . . . .	....	....	....	915	a nom	
Sept. . . . .	43	929	914	923	a trad	
Oct. . . . .	50	927	912	921	a trad	
Nov. . . . .	....	....	....	921	a nom	
Dec. . . . .	35	919	905	914	a 916	
Jan. . . . .	14	920	907	917	a trad	
Feb. . . . .	....	....	....	917	a nom	

Tuesday, June 29, 1937						
July . . . . .	5	920	916	916	a trad	
Aug. . . . .	....	....	....	915	a nom	
Sept. . . . .	42	923	914	916	a 15tr	
Oct. . . . .	8	922	914	914	a trad	
Nov. . . . .	1	920	....	920	a trad	
Dec. . . . .	21	916	920	911	a trad	
Jan. . . . .	....	....	908	912	a 913	
Feb. . . . .	....	....	....	912	a nom	

Wednesday, June 30, 1937						
July . . . . .	19	915	914	914	a 916	
Aug. . . . .	....	....	....	915	a nom	
Sept. . . . .	16	916	911	911	a trad	
Oct. . . . .	7	918	914	908	a 910	
Nov. . . . .	....	....	....	910	a nom	
Dec. . . . .	25	911	904	904	a trad	
Jan. . . . .	13	912	906	907	a 06tr	
Feb. . . . .	....	....	....	906	a nom	

Thursday, July 1, 1937						
July . . . . .	....	915	909	909	a trad	
Aug. . . . .	....	....	....	908	a nom	
Sept. . . . .	....	918	909	910		
Oct. . . . .	....	915	907	908	a trad	
Nov. . . . .	....	....	....	905	a nom	
Dec. . . . .	....	912	903	901	a 902	

(See page 41 for later markets.)

Watch Classified page for good men.

Week Ending July 3, 1937

Page 39

# Hides and Skins

## WEEKLY MARKET REVIEW

### Chicago

**PACKER HIDES.**—The movement of about 200,000 or more hides at the close of last week to sole leather tanners, a large tanning shoe manufacturer and exchange operators, brought sales for that week to between 400,000 and 500,000 hides at the prices previously reported. Trading this week, including some sales carried over from the week-end, probably ran over 100,000 more, with steady prices paid for steers. May-June light native cows moved early at the price established late last week; later  $\frac{1}{2}$ c advance was paid for straight June light cows, with a further advance later for late Junes of River point take-off.

Hide futures worked 61@67 points upward and late this week packers appeared to have sold all the current salting hides they cared to move at the moment and were interested only in moving the balance of the earlier than May take-off still on hand.

Shoe production during May was estimated at 34,990,219 pairs, a seasonal decrease from the 39,886,891 pairs produced in April this year, but still considerably over the figure of 30,264,351 pairs for May, 1936.

Steers are quoted on basis of May-June take-off, with Aprils at  $\frac{1}{2}$ c less, and prior to April another  $\frac{1}{2}$ c off. Native steers moved in volume last week at 16 $\frac{1}{2}$ c for May-Junes; one car special cure was reported this week at 17c. About 2,500 extreme light native steers sold at 16c for May-Junes and usual discount for prior take-off.

One car May-June butt branded steers sold at 16 $\frac{1}{2}$ c for May-Junes, with this figure freely paid late last week; 6,000 May-June Colorados sold at 16c, steady. About 1,300 heavy Texas steers sold at 16 $\frac{1}{2}$ c for May-June and  $\frac{1}{2}$ c less for Aprils; 2,300 light Texas steers moved at 15 $\frac{1}{2}$ c for May-Junes; 8,000 more extreme light Texas steers sold at 15c basis May-Junes.

About 16,000 more heavy native cows sold at week-end and early this week at 15 $\frac{1}{2}$ c for May-June, 14 $\frac{1}{2}$ c for Apr. and 14 $\frac{1}{2}$ c for Mar. Total of 35,000 light native cows sold basis 15 $\frac{1}{2}$ c May-June, 14 $\frac{1}{2}$ c Apr. and 14 $\frac{1}{2}$ c Mar.; 4,000 June Chicago take-off sold later at 15 $\frac{1}{2}$ c, and Association moved 2,000 Junes at 15 $\frac{1}{2}$ c; finally 1,500 River point late June light cows sold at 15 $\frac{1}{2}$ c. About 23,500 branded cows sold early basis 15c for May-June, 14 $\frac{1}{2}$ c Apr. and 14c for prior to April; Association later sold 2,000 Junes at 15 $\frac{1}{2}$ c.

About 13,000 bulls moved, mostly basis 12 $\frac{1}{2}$ c for May-June, with some Aprils at 12 $\frac{1}{2}$ c, and prior dating at 12c; some branded bulls included at 1c less. Association sold 1,000 June bulls at 12 $\frac{1}{2}$ c for natives and 11 $\frac{1}{2}$ c brands.

**OUTSIDE SMALL PACKER HIDES.**—Outside small packer all-weights have been moving fairly well basis 14@14 $\frac{1}{2}$ c usually for May-June take-off, selected, f.o.b. nearby points east of here and delivered Chicago for western stock, with  $\frac{1}{4}$ c more reported paid for a few especially good lots and 13 $\frac{1}{2}$ c for Mar.-Apr. take-off, brands  $\frac{1}{2}$ c less; less interest at present in the earlier take-off. Chicago take-off nominally 14 $\frac{1}{2}$ @14 $\frac{1}{2}$ c.

**PACIFIC COAST.**—Following the movement of about 50,000 Coast May-June hides late last week, 25,000 more Los Angeles and Vernon packer hides sold at week-end at the advanced prices, 14 $\frac{1}{2}$ c for steers and 13 $\frac{1}{2}$ c for cows, flat, f.o.b. shipping points.

**FOREIGN WET SALTED HIDES.**—There was a good movement of hides in South American market at close of last week, with 9,000 Argentine steers going at 95 pesos, equal to 15 $\frac{1}{2}$ c, as against 93 pesos or 15 $\frac{1}{2}$ c paid earlier; 7,000 Uruguay Nacional steers sold to Europe at 15 $\frac{1}{2}$ c; 5,900 light steers also sold at 15 $\frac{1}{2}$ c, and 4,300 cows 14 $\frac{1}{2}$ c, followed by 4,000 more at 14 $\frac{1}{2}$ c. Couple packs of Argentine steers moved this week at 97 $\frac{1}{2}$  pesos or about 15 $\frac{1}{2}$ c, and one small lot at 96 pesos or 15 $\frac{1}{2}$ c.

**COUNTRY HIDES.**—Trading continues light in the country hide market. Upper leather tanners have not shown very much interest in country stock, with the plentiful supply of small packer hides and packer light cows available, but holdings are moderate and firmly held. Untrimmed all-weights usually quoted 11 $\frac{1}{2}$ c, selected, delivered Chicago, some talking 11 $\frac{1}{2}$ c. Heavy steers are in light supply and lots running mostly heavy cows quoted 11@11 $\frac{1}{2}$ c, trimmed. A few cars buff weights sold at 12 $\frac{1}{2}$ c and 12 $\frac{1}{2}$ @13c asked, trimmed. Good trimmed extremes reported salable at 13 $\frac{1}{2}$ c, with 14c asked. Bulls range 9 $\frac{1}{4}$ @9 $\frac{1}{2}$ c; glues 9@9 $\frac{1}{4}$ c flat. All-weight branded hides 10 $\frac{1}{2}$ @10 $\frac{1}{2}$ c nom.

**CALFSKINS.**—Packer calfskins quiet, with no action as yet on June skins. All packers moved their May production about a month back at 27c for northern heavies 9 $\frac{1}{2}$ /15 lb., and usual premium or 27 $\frac{1}{2}$ c for Detroit, Cleveland and Evansville heavies; River point heavies brought 26c and all lights 24c. Buyers' ideas reported a cent less.

Chicago city calfskins quiet, with 19c last paid for 8/10 lb. and bids of 18 $\frac{1}{2}$ c declined; the 10/15 lb. last sold at 23c, couple cars going that basis previous week. Outside cities, 8/15 lb., quoted 20 $\frac{1}{2}$ @21c nom.; mixed cities and countries 17 $\frac{1}{2}$ @18c; straight countries 15 $\frac{1}{2}$ @16c flat. Chicago city light calf and deacons quoted at \$1.35.

**KIPSKINS.**—As previously reported,

three packers sold their June kipskin production at the close of last week at unchanged prices, 17 $\frac{1}{2}$ c for northern natives and 16c for northern over-weights, southern a cent less; branded kips at 15c. Later, fourth packer sold 3,500 June northern natives at 17 $\frac{1}{2}$ c, 800 northern over-weights at 16c, and 600 brands at 15c, steady prices. Three packers each moved about 3,000 May northern natives this week at 17 $\frac{1}{2}$ c, about cleaning up kipskins.

Chicago city kips last sold at 15 $\frac{1}{2}$ c and usually quoted this basis. Outside cities 15@15 $\frac{1}{2}$ c nom.; mixed cities and countries 14@14 $\frac{1}{2}$ c; straight countries 13@13 $\frac{1}{2}$ c flat.

Packer regular slunks moved at \$1.05 two weeks back; Junes not yet offered. Hairless last sold at 45c.

**HORSEHIDES.**—Quotations on horsehides about unchanged, with choice city renderers with full manes and tails quoted \$5.20@5.35 nom., selected, f.o.b. nearby sections; ordinary trimmed renderers \$4.75@4.90, del'd Chicago; mixed city and country lots \$4.25@4.50, Chicago.

**SHEEPSKINS.**—Dry pelts range 20@23c per lb., del'd Chicago, according to section. The heavy run of big packer shearlings is about over for this season and packers have been keeping well sold up. One packer reports moving two cars this week at \$1.40 for No. 1's, \$1.15 for No. 2's and 85c for No. 3's, with other sellers quoting \$1.25, \$1.15 and 85c for the three grades. Pickled skins rather quiet, with production still light; sellers talking \$8.00@8.25 per doz., with buyers' ideas around \$7.75, usually. Quotations on spring lamb pelts range from \$1.90@2.10 per cwt. live lamb by larger packers down to \$1.70@1.80 for outside small packer pelts, according to quality and lots.

### New York

**PACKER HIDES.**—As previously reported, three packers moved their June production of steers last week at 17c for June native steers, 16 $\frac{1}{2}$ c for butt brands and 16c for Colorados. One packer still holds April forward steers.

**CALFSKINS.**—Calfskins continue slow, with an easy tone to the market. Collectors sold 3,000 of the 4-5's at \$1.20, or 15c under last week's nominal quotation; two cars collectors' 5-7's sold at \$1.50, or 10c down, but part of this was recovered when another car sold at \$1.55; 7-9's quoted around \$2.25 nom., and 9-12's \$3.35@3.40 nom. Trading awaited to establish prices on packer calfskins.

### N. Y. HIDE FUTURE MARKETS

Saturday, June 26, 1937—No session.

Monday, June 28, 1937—Close: Sept. 15.70@15.72 sales; Dec. 16.10@16.12 sales; Mar. 16.44 sales; June (1938) 16.75 n; sales 159 lots. Closing 11@12 higher.

Tuesday, June 29, 1937—Close: Sept. 15.97@16.00 sales; Dec. 16.40 sales;

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Mar. 16.75@16.78 sales; June 17.06 n;  
sales 84 lots. Closing 27@31 higher.

Wednesday, June 30, 1937—Close:  
Sept. 15.98@16.01 sales; Dec. 16.40@  
16.43 sales; Mar. 16.75 n; June 17.06@  
17.11; sales 137 lots. Closing unchanged  
to 1 higher.

Thursday, July 1, 1937—Close: Sept.  
16.25 sale; Dec. 16.62@16.64 sales; Mar.  
16.97 b sales; June 17.25 sales; sales 86  
lots. Closing 19@27 higher.

Friday, July 2, 1937—Close: Sept.  
16.30@16.33 sales; Dec. 16.72 sale;  
March 17.10@17.12 sales; June (1938)  
17.40b; sales 123 lots. Closing 5@15  
higher.

## CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for  
the week ended July 2, 1937:

PACKER HIDES.			
	Week ended July 2.	Prev. week.	Cor. week, 1936.
Spr. nat.			
strs. ....	@17n	@17n	12½@13n
Hvy. nat.			
strs. ....	@16½	@16½	@12½
Hvy. Tex.			
strs. ....	@16½	@16½	@12½
Hvy. butt			
brnd'd strs.	@16½	@16½	@12½
Hvy. Col.			
strs. ....	@16	@16	@12½
Ex-light Tex.			
strs. ....	@15½	@15	@11½
Brnd'd cows.	@13½	@13	@11
Hvy. nat.			
cows. ....	@15½	@15½	@11½
Lt. nat. cows	15½@15½	@15½	11 @11½ax
Nat. bulls ..	@12½	12½@13n	@ 8½
Brnd'd bulls.	@11½	11½@12n	@ 7½
Calfskins ...	24 @27	24 @27	19½@21
Kips, nat. ...	@17½	@17½	@14
Kips, ov-wt. .	@16	@16	@13
Kips, brnd'd.	@15	@15	@11
Slunks, reg. .	@1.05	@1.05	@1.05
Slunks, hrls. .	@45	@45	@40

Light native, butt branded and Colorado steers  
1c per lb. less than heavies.

## CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts.	13½@14½	13½@14½	9½@10½
Branded ....	13 @14	13 @13½	9½@10
Nat. bulls ..	@11n	@11n	7½@8
Brnd'd bulls.	@10n	@10n	6½@7
Calfskins ...	19 @23	19 @23	17 @18
Kips, nat. ...	@15½	15 @15½	@12½
Kips, ov-wt. .	@15	@15	@11
Slunks, reg. .	@95n	90 @95n	80 @90n
Slunks, hrls.	35 @40n	35 @40n	20 @25n

## COUNTRY HIDES.

Hvy. steers..11	@11½	10½@11n	8 @ 8½n
Hvy. cows ..11	@11½	10½@11n	8 @ 8½n
Butts ....12½	@13	12 @12½	8½@9
Extremes ...	13½@14	13 @13½	9½@10
Bulls .....9½	@9½	@9½	6 @ 6½
Calfskins ...15½	@16	@16	@12½
Kips .....13	@13½	13 @13½	10 @10½
Light calf ..90	@1.10n	90 @1.10n	80 @95n
Deacons ....90	@1.10n	90 @1.10n	80 @95n
Slunks, reg..70	@ 80n	70 @ 80n	60 @75n
Slunks, hrls..15	@ 25n	15 @ 25n	10 @15n
Horsehides ..4.25	@5.35	4.25@5.35	3.10@3.85

## SHEEPSKINS.

Pkr. lambs ..	.....	.....	.....
Sml. pkr. ....	.....	.....	.....
lambs ..	.....	.....	.....
Pkr. shearlgs.	1.25@1.40	1.25@1.40	@1.20
Dry pelts ....	20 @23	20 @22	17 @18

## CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the  
week ended June 26, 1937, were 4,523,-  
000 lbs.; previous week, 3,326,000 lbs.;  
same week last year, 3,155,000 lbs.;  
from January 1 to June 19, this year,  
132,209,000 lbs.; same period a year ago,  
107,414,000 lbs.

Shipments of hides from Chicago for  
the week ended June 26, 1937, were  
5,631,000 lbs.; previous week, 5,716,000  
lbs.; same week last year, 4,130,000 lbs.;  
from January 1 to June 19, this year,  
136,403,000 lbs.; same period a year ago,  
101,190,000 lbs.

Week Ending July 3, 1937

# WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS

### Provisions

Hog products were barely steady dur-  
ing latter part of week; there was some  
holiday evening up with packing inter-  
ests as buyers and commission houses as  
sellers. The latter were disappointed by  
the smaller decrease in Chicago lard  
stocks during June. Hogs were strong  
with top at \$12.40, Chicago.

### Cottonseed Oil

Cotton oil was quiet and steady in  
mixed but featureless trade; there was  
some covering for over the holidays.  
Offerings light; cash trade moderate.

Quotations on bleachable cottonseed  
oil at close of market on Friday were:  
July 9.10@9.15; Sept. 9.10; Oct. 9.05@  
9.08; Nov. 9.05; Dec. 9.03; Jan. 9.05@  
9.08. Tone steady. Sales 59 lots.

### Tallow

Tallow, extra 8½c lb. f.o.b.

### Stearine

Stearine, 9½c asked.

## Friday's Lard Markets

New York, July 2, 1937.—Prices are  
for export. Lard, prime Western, \$12.35  
@12.45; middle Western, \$12.25@12.35;  
city, 12c; refined Continent 12½c;  
South American, 12½c; Brazil kegs,  
13c; compound, 13c in carlots.

## BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, June 30, 1937 — General  
market steady and firm; demand for  
hams improving; lard demand poor.

Friday's prices were: Hams, Ameri-  
can cut, 98s; ham, long cut, exhausted;  
Liverpool shoulders, square, none; pic-  
nics, none; short backs, unquoted; bel-  
lies, English, 80s; Wiltshires, unquoted;  
Cumberlands, 69s; Canadian Wiltshires,  
79s; Canadian Cumberlands, 72s; spot  
lard, 65s.

## ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of  
beef this week up to July 2, 1937: To  
the United Kingdom, 82,740 quarters;  
to the Continent, 38,867. Last week to  
United Kingdom, 78,035 quarters; to  
the Continent, 5,789.

## NEW YORK LIVE STOCK

Receipts week of June 26, 1937:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City ..	4,250	10,512	4,073	25,834
Central Union ..	1,702	1,845	.....	23,183
New York .....	363	3,571	11,420	2,300
Total .....	6,323	15,928	15,493	51,317
Last week .....	6,020	15,054	17,453	39,065
Two weeks ago...	5,977	15,372	16,306	46,614

## MEAT STOCKS DECLINE

Meat stocks continued to decline at  
the seven principal markets during  
June, stocks of July 1 showing con-  
siderable decrease from those of a  
month earlier. However, they are still  
well above those of a year ago which  
would seem to be especially desirable in  
view of the short hog runs.

Lard stocks also declined during the  
month. Although the decrease at these  
markets is only 4,000,000 lbs. it does  
point to a change in the trend in lard  
supplies. Lard on hand is still more than  
double that of July 1, 1936.

Stocks at Chicago, Kansas City,  
Omaha, St. Louis, East St. Louis, St.  
Joseph and Milwaukee, on June 30,  
1937, with comparisons as especially  
compiled by THE NATIONAL PRO-  
VISIONER, are as follows:

	June 30, 1937.	May 31, 1937.	June 30, 1936.
Total S.P.			
meats .....	138,173,562	154,883,785	96,554,758
Total D.S.			
meats .....	35,603,659	35,205,714	33,832,326
Other cut meats.	13,894,630	17,256,008	11,555,474
Total all meats.	187,761,851	207,346,407	141,942,555
P.S. lard .....	125,008,432	128,982,058	55,645,678
Other lard .....	15,112,930	15,207,345	11,052,104
Total lard .....	140,121,362	144,189,403	66,697,869
S.P. regular			
hams .....	28,119,663	30,433,922	22,266,543
S.P. skinned			
hams .....	56,982,255	60,198,721	29,819,536
S.P. bellies .....	42,968,514	48,323,509	36,589,979
S.P. picnics .....	10,086,190	15,875,633	7,744,300
D.S. bellies .....	26,979,613	24,903,204	23,331,084
D.S. fat backs..	7,775,306	9,477,096	9,730,407

## PACKER AND FOOD STOCKS

Price ranges of listed stock, June 30,  
1937, or nearest previous date, com-  
pared with a week ago.

	Sales.	High.	Low.	—Close—
Week Ended,	June 30.	June 30.	June 30.	June 16.
Amal. Leather.	4,100	4½	4½	4½
Do. Pfd. ....	400	37	37	37
Amer. H. & L. .	3,100	6½	6½	6½
Do. Pfd. ....	200	37½	37½	37½
Amer. Stores ..	500	16½	16½	16½
Armour Ill. ....	24,000	11½	10½	10½
Do. Pr. Pfd. .	1,400	90	90	92½
Do. Pfd. ....	100	106½	106½	106½
Do. Del. Pfd.	200	106	106	108
Beechnut Pack.	100	110½	110½	107½
Boback, H. C. .	625	6½	6½	7
Do. Pfd. ....	80	33	32	29½
Chick, Co. Oil.	900	16½	16½	16½
Childs Co. ....	800	10½	10½	10½
Cudahy Pack. .	.....	.....	.....	39½
First Nat. Strs.	2,300	40	39½	40
Gen. Foods ....	3,000	37	36½	37½
Libby McNeill.	1,300	4½	4½	4½
Gr. A. & P. 1st Pfd.	100	121½	121	121½
Do. New ....	45	83½	83½	85
Hormel, G. A. .	.....	.....	.....	20
Hygrade Food. .	1,100	3¼	3¼	3¼
Kroger G. & B.	4,400	20½	20½	20½
Libby McNeill.	1,850	12	11½	12½
Mickelberry Co.	1,050	2½	2½	2½
M. & H. Pfd. .	340	3½	3½	3½
Morrell & Co. .	100	37½	37½	37½
Nat. Tes. ....	200	7½	7½	7½
Proc. & Gamb. .	3,200	56½	55½	56½
Do. Pr. Pfd. .	100	117	117	117½
Rath Pack. ....	50	22½	22½	22½
Safeway Strs. .	3,400	31½	31½	33½
Do. 5½ Pfd. .	10	97	97	99
Do. 6½ Pfd. .	80	105	104½	105
Do. 7½ Pfd. .	80	104½	104½	105
Stahl Meyer ..	.....	.....	.....	8½
Swift & Co. ....	5,150	22½	22½	22½
Do. Intl. ....	2,600	30½	30½	30½
Truss Fork ....	.....	.....	.....	8
U. S. Leather. .	1,500	8½	8½	8½
Do. A. ....	1,600	15½	15	15½
Do. Pr. Pfd. .	.....	.....	.....	108
Wesson Oil ....	1,400	45	45	45
Do. Pfd. ....	600	80	80	80
Wilson & Co. .	4,500	8½	8½	8½
Do. Pfd. ....	300	77½	77½	78½

# Live Stock Markets

## WEEKLY REVIEW

### CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., July 1, 1937—At 22 concentration points and 10 packing plants in Iowa and Minnesota, hog receipts during the first four days of the week were about 12 per cent less than in same days last week. Trade undertone strong throughout. Butcher hogs unevenly 10@30c higher than last Saturday, sows mostly 10@25c up. Current prices good and choice 200 to 290 lb. hogs, \$11.30@11.55, few strictly choice at plants, \$11.65; 290 to 325 lb. and good and choice 180 to 200 lb., \$11.15@11.30; 325 to 350 lb., \$10.95@11.10; 160 to 180 lb., medium to good, \$10.30@10.90; comparable light lights, \$9.45@10.30. Bulk good sows, \$10.25, smooth light weights, \$10.35.

Receipts week ended July 1, 1937:

	This week.	Last week.
Friday, June 25.....	17,700	7,700
Saturday, June 26.....	20,200	11,500
Monday, June 28.....	35,400	33,300
Tuesday, June 29.....	10,200	11,600
Wednesday, June 30.....	9,000	18,200
Thursday, July 1.....	9,100	14,500

### JUNE HOG MARKETS

Average price of hogs at Chicago during June, 1937 was \$11.10 compared with \$10.80 in May, \$9.90 in June, 1936 and \$9.35 in June, 1935. This is accounted for by the growing shortage of hogs in this period. At Chicago, receipts for the month totaled 278,190 head, the second smallest for June on record. A year ago receipts at this market totaled 322,114 head. Average weight of hogs marketed at Chicago during June was 255 lbs. compared with 239 lbs. in May, 256 lbs. in June a year ago, 252 lbs. two years ago and 236 lbs. in June, 1934.

At the eleven principal markets hog

receipts for June totaled 881,000 head compared with 1,155,000 in June, 1936 and 791,000 in June, 1935. Receipts at these markets for the past month were among the smallest of record.

### RECEIPTS AT CHIEF CENTERS

Week ended June 26, 1937:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended June 26.....	224,000	241,000	257,000
Previous week.....	199,000	237,000	255,000
1936.....	223,000	314,000	258,000
1935.....	100,000	222,000	280,000
1934.....	313,000	477,000	263,000

At 11 markets:

	Cattle.	Hogs.	Sheep.
Week ended June 26.....	154,000	156,000	153,000
Previous week.....	130,000	139,000	151,000
1936.....	161,000	220,000	133,000
1935.....	101,000	156,000	136,000
1934.....	259,000	374,000	166,000
1933.....	153,000	449,000	154,000
1932.....	125,000	275,000	178,000

At 7 markets:

	Cattle.	Hogs.	Sheep.
Week ended June 26.....	154,000	156,000	153,000
Previous week.....	130,000	139,000	151,000
1936.....	161,000	220,000	133,000
1935.....	101,000	156,000	136,000
1934.....	259,000	374,000	166,000
1933.....	153,000	449,000	154,000
1932.....	125,000	275,000	178,000

### PACIFIC COAST LIVESTOCK

Receipts during the five days ended June 26, 1937:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles.....	7,441	1,640	1,594	562
San Francisco.....	1,150	35	2,525	4,150
Portland.....	2,550	650	4,600	3,850

DIRECTS—Los Angeles: Cattle, 34 cars; hogs, 59 cars; sheep, 53 cars. San Francisco: Cattle, 350 head; calves, 215 head; hogs, 1,250 head; sheep, 375 head. Portland: Hogs, 1,177 head.

### CANADIAN INSPECTED KILL

	May, 1937.	5 mos., 1937.	5 mos., 1936.
Cattle.....	61,544	328,784	325,782
Calves.....	87,971	285,327	244,114
Hogs.....	328,014	1,728,089	1,329,920
Sheep.....	23,259	190,426	192,801

### CANADIAN LIVESTOCK PRICES

BUTCHER STEERS.  
Up to 1,050 lbs.

Top Prices	Week ended June 24.	Last week.	Same week 1936.
Toronto.....	\$ 9.75	\$10.00	\$ 6.25
Montreal.....	9.40	9.25	5.75
Winnipeg.....	9.50	9.50	5.25
Calgary.....	8.00	8.50	5.00
Edmonton.....	8.50	8.25	4.75
Prince Albert.....	8.00	8.00	4.00
Moose Jaw.....	7.50	7.50	4.75
Saskatoon.....	6.50	8.00	4.25

VEAL CALVES.

	\$ 8.00	\$ 8.50	\$ 8.00
Toronto.....	9.00	8.00	7.00
Montreal.....	6.50	6.50	6.00
Winnipeg.....	6.50	6.00	5.00
Calgary.....	6.00	6.00	4.50
Edmonton.....	5.00	5.50	4.00
Prince Albert.....	5.50	5.50	5.00
Moose Jaw.....	5.00	5.50	4.00
Saskatoon.....	5.00	5.50	4.00

BACON HOGS.

	\$ 9.65	\$ 9.25	\$ 9.25
Toronto.....	9.00	9.50	9.85
Montreal (1).....	9.00	8.65	9.25
Winnipeg (1).....	8.50	8.40	8.40
Calgary.....	8.65	8.25	8.35
Edmonton.....	8.75	8.40	8.75
Prince Albert.....	8.85	8.50	9.00
Moose Jaw.....	8.75	8.40	8.75
Saskatoon.....	8.75	8.40	8.75

(1) Montreal and Winnipeg hogs sold on a "fed and watered" basis. All others "off trucks."

GOOD LAMBS.

	\$11.00	\$12.50	\$10.00
Toronto.....	10.50	12.50	10.00
Montreal.....	8.50	10.00	8.50
Winnipeg.....	9.50	10.00	8.25
Calgary.....	8.00	8.50	7.50
Edmonton.....	8.50	10.00	7.50
Prince Albert.....	9.00	9.00	9.00
Moose Jaw.....	7.50	8.25	7.00
Saskatoon.....	7.50	8.25	7.00

### HOG WEIGHTS AND COSTS

Average weight and cost of hogs at 11 principal markets, May, 1937:

	May, 1937.	Apr., 1937.	May, 1936.			
	Wt. Lbs.	Cost Per Cwt.	Wt. Lbs.	Cost Per Cwt.	Wt. Lbs.	Cost Per Cwt.
Chicago.....	243	\$10.73	243	\$ 9.97	248	\$9.58
E. St. Louis.....	209	10.74	211	10.00	213	9.71
Kansas City.....	226	10.68	215	9.75	221	9.37
Omaha.....	233	10.28	230	9.67	251	9.14
St. Louis.....	243	10.32	235	9.68	258	9.17
So. St. Joseph.....	221	10.58	217	9.73	230	9.34
So. St. Paul.....	232	10.36	216	9.09	252	9.16
Cincinnati.....	207	10.83	205	10.08	210	9.90
Denver.....	224	10.24	227	9.74	237	9.32
Pt. Worth.....	195	10.01	190	9.31	206	8.70
Wichita.....	223	10.55	229	9.71	220	9.21



## Snug and Shipshape

..with a Bemis cover riding the top

Battened down over a load of meat, a tough Bemis Truck Cover takes whatever the trip brings and comes back for more. Wear and weather just don't bother this heavy, close-knit duck cover... and the load is as safe and snug as it was in your plant.

Double thickness does double duty at the heavy strain-points. Outfit your fleet with Bemis Covers... they'll be on top for years.

## BEMIS Truck COVERS

BEMIS BRO. BAG CO. ST. LOUIS, MO.

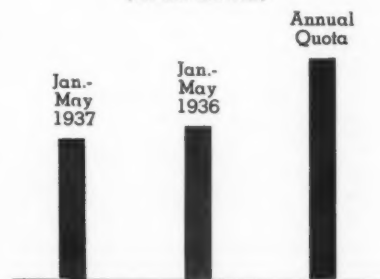
## BEEF CATTLE IMPORTS DROP

In spite of higher prices for slaughter cattle in American markets recently, imports of 700-lb. and over beef cattle in the first five months of 1937 were lower than in the corresponding period last year, according to the U. S. Bureau of Agricultural Economics. Receipts for the January to May period in 1937 totaled 96,397 head, or 61.8 per cent of the annual low-duty quota, against 108,203 head and 69.4 per cent of the quota in the like 1936 period. About 77 per cent of 1937 imports in this class have come from Canada with the balance originating in Mexico, compared to 85 per cent from Canada last year.

In 1936, the bulk (58 per cent) of the year's total imports of heavy slaughter cattle occurred in April, May and June, with a marked decline afterward. January imports this year were high, amounting to 27,872 head, but since that

## CATTLE IMPORTS

(700 lbs. and over)



time have been maintained at about 17,000 head per month. The lower level of imports is attributed to the decline in Canadian cattle numbers and adverse weather and feed conditions in some Canadian cattle-raising areas. Cattle prices in Canadian markets also have been at unusually high levels.

Imports of calves during the first five months of 1937 have been about twice as great as in the like period last year, totaling 41,000 head by the end of May compared with 20,908 head in 1936. The low-duty quota on calves was 79 per cent used by the end of May.

## U. S. INSPECTED HOG KILL

At 8 points week ended June 25, 1937:

	Week ended June 25, 1937	Prev. week.	Cor. week, 1936
Chicago	59,055	61,267	68,575
Kansas City, Kansas	10,599	9,575	27,618
Omaha	16,447	13,493	29,746
St. Louis & East St. Louis	28,357	23,144	33,270
Sioux City	10,144	9,396	27,231
St. Joseph	8,195	6,151	11,390
St. Paul	20,132	21,188	28,735
N. Y., Newark and J. C.	27,348	29,949	28,796
Total	180,277	174,163	255,360

## CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 24,927 cattle, 6,668 calves, 26,794 hogs and 12,348 sheep.

Week Ending July 3, 1937

## LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, July 1, 1937, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or sily hogs, excluded). CHICAGO. E. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

Lt. wt., 140-160 lbs.,					
Good-choice	\$11.00@11.95	\$11.50@12.15	\$10.25@11.25	\$10.50@11.55	\$10.50@11.50
Medium	10.70@11.70	10.85@11.95	9.75@10.85	10.00@11.00	9.85@10.90

Lt. wt., 160-180 lbs.,					
Good-choice	11.70@12.10	12.00@12.30	10.85@11.60	11.00@11.75	10.90@11.60
Medium	11.00@11.80	11.25@12.10	10.35@11.35	10.60@11.50	10.25@11.35

Lt. wt., 180-200 lbs.,					
Good-choice	11.80@12.25	12.20@12.40	11.35@11.65	11.50@11.90	11.85@11.60
Medium	11.40@11.80	11.50@12.15	11.00@11.50	11.10@11.65	10.65@11.40

Med. wt.,					
200-220 lbs., gd.-ch.	11.80@12.25	12.30@12.40	11.50@11.65	11.65@11.90	11.40@11.60
220-250 lbs., gd.-ch.	11.80@12.20	12.25@12.40	11.40@11.65	11.70@11.90	11.15@11.60

Hvy. wt.,					
250-290 lbs., gd.-ch.	11.70@12.15	12.00@12.30	11.40@11.65	11.70@11.90	10.90@11.60
290-350 lbs., gd.-ch.	11.35@12.10	11.65@12.10	11.25@11.60	11.50@11.80	10.65@11.10

PACKING SOWS:					
275-350 lbs., good	10.65@10.90	10.50@10.75	10.50@10.75	10.40@10.75	10.15@10.35
350-425 lbs., good	10.40@10.55	10.40@10.60	10.50@10.75	10.25@10.80	9.85@10.80
425-550 lbs., good	9.85@10.40	10.15@10.50	10.25@10.65	10.00@10.40	9.75@10.10
275-550 lbs., medium	8.90@10.65	9.40@10.50	9.50@10.50	9.50@10.50	9.50@10.15

SLAUGHTER PIGS, 100-140 lbs.:					
Good-choice	10.40@11.65	10.40@11.60	9.50@10.65	9.75@10.75	10.00@10.75
Medium	9.25@11.00	9.25@11.50	9.00@10.25	9.25@10.50	

Slaughter Cattle, Calves and Vealers:

STEERS, 550-900 lbs.,					
Choice	11.75@14.50	11.25@13.25	11.25@14.00	11.25@13.50	
Good	10.50@13.50	10.50@12.50	10.50@13.25	10.50@12.25	10.50@13.00
Medium	9.00@11.50	8.50@10.75	9.00@11.50	9.00@11.00	9.00@11.50
Common (plain)	6.25@9.85	7.00@8.75	6.50@9.50	6.50@8.75	6.75@9.25

STEERS, 900-1100 lbs.,					
Prime	14.50@15.75				
Choice	13.50@15.25	12.50@13.75	13.25@14.75	12.25@14.25	
Good	11.50@14.50	10.75@12.75	11.50@13.75	11.00@12.50	11.50@13.50
Medium	9.25@11.50	8.75@11.25	9.50@11.50	9.25@11.25	9.25@11.75
Common (plain)	7.25@9.25	7.50@9.25	7.00@9.50	7.00@9.25	7.00@9.25

STEERS, 1100-1300 lbs.,					
Prime	15.25@16.25				
Choice	14.50@15.50	12.75@14.00	13.75@15.25	12.50@14.75	
Good	11.50@14.50	11.25@13.00	11.50@14.00	11.25@12.75	11.75@13.35
Medium	9.50@11.75	9.25@11.25	9.50@11.75	9.50@11.25	9.25@11.75

STEERS, 1300-1500 lbs.,					
Prime	15.50@16.25				
Choice	14.50@15.50		14.00@15.25		
Good	11.75@14.50	11.25@13.00	11.75@14.00	11.00@13.00	11.50@13.15

HEIFERS, 550-750 lbs.,					
Choice	12.25@13.50	11.25@12.50	11.50@12.75	10.75@12.25	11.00@12.75
Good	10.50@12.25	10.25@11.25	10.25@11.50	9.00@11.00	9.25@11.25
Common (plain), medium	5.50@10.50	5.50@10.25	5.75@10.25	5.75@9.00	5.50@9.50

HEIFERS, 750-900 lbs.,					
Good-choice	10.50@14.00		10.25@13.10	9.50@12.25	9.50@12.75
Common (plain), medium	5.50@10.50		5.75@10.25	5.75@9.50	6.00@9.65

COWS:					
Choice	8.75@10.00		8.50@9.25		
Good	8.75@8.75		7.00@8.50		
Common (plain), medium	5.00@6.75	4.75@7.00	5.25@7.00	5.00@7.00	5.00@7.00
Low cutter-cutter	3.50@5.00	3.25@4.75	3.75@5.00	3.50@5.00	3.25@5.25

BULLS (Yearlings excluded):					
Good (beef)	7.10@8.75	6.75@7.50	6.25@7.25	6.35@7.00	6.25@7.25
Cutter, com. (plain), med.	5.75@7.10	4.75@6.75	5.00@6.25	4.75@6.75	4.75@6.25

VEALERS:					
Good-choice	8.50@9.75	8.75@10.00	7.00@9.00	7.00@9.00	8.00@9.50
Medium	7.00@8.50	7.25@8.75	6.00@7.00	6.00@7.00	6.50@8.00
Cull-common (plain)	6.00@7.00	4.50@7.25	4.50@6.00	4.50@6.00	4.50@6.50

CALVES, 250-500 lbs.,					
Good-choice	7.00@10.00	7.00@10.25	6.50@10.00	6.75@9.25	8.00@10.00
Common (plain), medium	5.25@7.00	4.75@7.00	4.50@6.50	4.75@6.75	5.00@8.00

Slaughter Lambs and Sheep:

SPRING LAMBS:					
Choice	10.75@11.40	10.75@11.00	10.00@10.40	10.25@10.50	10.25@10.65
Good	10.00@10.75	10.50@10.75	9.50@10.00	9.50@10.25	9.75@10.25
Medium	9.25@10.00	9.25@10.50	8.50@9.50	8.00@9.50	8.75@9.75
Common (plain)	8.50@9.75	7.25@9.25	7.50@8.50	6.50@8.00	7.50@8.75

Yearling wethers (shorn):					
Good-choice	8.00@9.00	7.75@8.75	7.25@8.25	7.25@8.25	7.25@8.50
Medium	7.25@8.25	6.75@7.75	6.00@7.00	6.50@7.25	6.25@7.25

EWES, (shorn):					
Good-choice	3.25@4.50	3.00@4.25	3.00@4.00	3.00@4.00	2.75@4.00
Common (plain), medium	1.75@3.25	1.50@3.00	1.50@3.00	1.50@3.00	1.00@3.00

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, June 26, 1937, as reported to The National Provisioner:

### CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,080	707	2,393
Swift & Co.	1,880	805	2,914
Morris & Co.	1,381	803	803
Wilson & Co.	3,937	2,244	3,251
Anglo-Amer. Prov. Co.	294	.....	.....
G. H. Hammond Co.	1,661	.....	.....
Shippers	8,788	10,735	465
Others	10,966	17,907	1,506
Brennan Packing Co., 1,079 hogs; Western Packing Co., Inc., 1,652 hogs; Agar Packing Co., 3,581 hogs.			
Total	32,993 cattle; 38,710 hogs; 11,332 sheep.		
Not including 1,671 cattle, 505 calves, 23,854 hogs and 30,054 sheep bought direct.			

### KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,946	1,208	1,030	4,737
Cudahy Pkg. Co.	2,994	1,199	418	4,764
Swift & Co.	3,361	1,325	729	4,780
Wilson & Co.	1,517	1,116	417	3,938
Indpt. Pkg. Co.	.....	.....	151	.....
M. Kornblum Pkg. Co.	1,552	.....	.....	.....
Others	14,078	1,276	998	1,912
Total	27,448	6,124	3,743	20,111
Not including 7,957 hogs bought direct.				

### OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	3,243	2,754	3,116
Cudahy Pkg. Co.	4,213	2,733	6,695
Dold Pkg. Co.	1,210	2,272	.....
Morris & Co.	2,345	935	1,754
Swift & Co.	3,940	1,755	4,178
Others	8,458	7,749	.....
Eagle Pkg. Co., 23 cattle; Greater Omaha Pkg. Co., 130 cattle; Geo. Hoffman Pkg. Co., 30 cattle; Lewis Pkg. Co., 581 cattle; Omaha Pkg. Co., 140 cattle; John Roth Pkg. Co., 56 cattle; So. Omaha Pkg. Co., 247 cattle; Lincoln Pkg. Co., 384 cattle; and Wilson & Co., 47 cattle.			
Total	10,579 cattle and calves; 18,907 hogs; 23,492 sheep.		
Not including 202 cattle, 4,808 hogs and 4,841 sheep received direct.			

### EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,411	1,446	393	12,027
Swift & Co.	3,141	2,296	1,757	10,755
Morris & Co.	1,020	290	464	.....
Hunter Pkg. Co.	1,554	888	1,703	1,226
Heil Pkg. Co.	.....	.....	1,793	.....
Krey Pkg. Co.	.....	.....	1,630	.....
Laclede Pkg. Co.	.....	.....	769	.....
Others	3,999	322	10,555	7,469
Shippers	16,228	5,871	9,561	10,508
Total	27,353	11,113	20,025	34,966
Not including 2,049 cattle, 4,462 calves, 10,980 hogs and 7,647 sheep bought direct.				

### ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,379	997	3,224	12,714
Armour and Co.	1,791	1,042	2,858	6,945
Others	1,753	83	294	.....
Total	5,923	2,032	6,376	19,659
Not including 223 cattle and 1,953 hogs bought direct.				

### SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,987	219	3,821	1,148
Armour and Co.	1,814	186	3,940	1,139
Swift & Co.	1,351	190	2,481	784
Others	237	33	56	.....
Shippers	2,385	82	4,260	392
Total	7,774	680	14,558	3,413

### OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,807	1,611	914	915
Wilson & Co.	2,956	1,609	952	1,885
Others	226	32	466	2
Total	5,989	3,342	2,332	2,302
Not including 101 cattle and 390 hogs bought direct.				

### MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,011	3,879	5,901	810
United D. B. N. Y.	17	.....	.....	.....
Armour and Co.	779	1,910	.....	.....
S. Y. B. D. M. Co.	20	.....	.....	.....
Michels Pkg. Co.	106	82	.....	.....
Others	715	822	40	158
Shippers	188	21	88	149
Total	3,827	6,714	6,029	1,117

### ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,506	3,227	6,517	1,032
Cudahy Pkg. Co.	634	1,883	.....	.....
M. Rifkin & Son.	408	22	.....	.....
Swift & Co.	5,757	5,395	10,494	1,492
United Pkg. Co.	2,562	250	290	.....
J. T. McMillan Co.	.....	260	.....	.....
Others	2,546	40	11,436	.....
Total	12,113	11,077	28,447	2,524
Not including 196 cattle, 490 calves, 1,226 hogs and 611 sheep bought direct.				

### WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,308	684	640	1,778
Dold Pkg. Co.	904	105	447	42
Wichita D. B. Co.	10	.....	.....	.....
Dunn-Osterling	76	.....	.....	.....
Fred W. Dold.	105	.....	247	.....
Sunflower Pkg. Co.	46	.....	81	.....
So. West Beef Co.	.....	.....	.....	.....
Pioneer Cattle Co.	.....	.....	.....	.....
Keefe Pkg. Co.	189	.....	.....	.....
Total	2,649	789	1,413	1,820
Not including 1,459 hogs bought direct.				

### DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,094	178	558	10,349
Swift & Co.	579	197	1,011	14,261
Cudahy Pkg. Co.	911	167	806	1,861
Others	2,372	402	855	15,107
Total	4,866	944	3,230	41,578

### INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Foreign	2,886	2,510	17,038	2,292
Klingan & Co.	2,089	757	3,761	1,262
Armour and Co.	1,245	274	1,522	.....
Hilgemeier Bros.	8	.....	1,020	.....
Stumpf Bros.	.....	101	.....	.....
Meier Pkg. Co.	82	18	180	.....
Stark & Wetsel.	66	25	90	.....
Mass Hartman Co.	51	18	.....	.....
Wabnitz and Deters.	57	75	169	42
Misc.	1,432	85	124	202
Total	7,916	3,762	24,005	3,798

### CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall & Son.	.....	33	.....	360
E. Kahn's Sons.	701	405	4,873	2,572
Lohrey Pkg. Co.	3	.....	192	.....
H. H. Meyer Pkg. Co.	21	.....	2,426	.....
J. Schlichter's Son.	111	230	.....	80
J. & F. Schroth.	.....	.....	.....	.....
Pkg. Co.	24	.....	1,947	.....
J. F. Stegner & Co.	250	215	.....	.....
Shippers	185	185	2,360	4,216
Others	1,837	1,063	477	598
Total	3,132	2,140	10,669	7,626
Not including 958 cattle, 5 calves, 1,725 hogs and 7,463 sheep bought direct.				

### RECAPITULATION.

	CATTLE.	Calves.	Hogs.	Sheep.
Chicago	32,993	32,485	39,061	.....
Kansas City	27,448	20,483	12,504	.....
Omaha	16,579	13,655	21,320	.....
East St. Louis	27,353	20,100	19,834	.....
St. Joseph	5,923	5,191	4,838	.....
Sioux City	7,774	6,130	17,272	.....
Omaha City	5,989	5,372	5,354	.....
Wichita	2,649	3,093	1,772	.....
Denver	4,866	5,372	4,495	.....
St. Paul	12,113	12,499	15,351	.....
Milwaukee	3,827	4,444	3,119	.....
Indianapolis	7,916	7,210	5,961	.....
Cincinnati	3,132	2,351	3,377	.....
Ft. Worth	.....	14,058	6,450	.....
Total	158,562	152,143	160,728	.....
*Cattle and calves.				

### HOGS.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	38,710	48,636	41,464	.....
Kansas City	3,743	3,675	8,674	.....
Omaha	18,907	13,715	39,808	.....
East St. Louis	20,025	30,696	34,962	.....
St. Joseph	6,376	4,835	10,913	.....
Sioux City	14,558	10,743	31,104	.....
Omaha City	2,332	2,219	5,445	.....
Wichita	1,413	2,060	2,406	.....
Denver	3,230	3,457	5,213	.....
St. Paul	28,447	24,168	27,179	.....
Milwaukee	6,029	6,277	7,297	.....
Indianapolis	24,005	25,520	27,611	.....
Cincinnati	10,669	13,233	13,990	.....
Ft. Worth	.....	2,423	4,601	.....
Total	179,044	151,656	260,667	.....

### SHEEP.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	11,332	11,692	12,181	.....
Kansas City	20,111	23,910	16,659	.....
Omaha	28,492	17,341	11,889	.....
East St. Louis	34,966	37,113	26,485	.....
St. Joseph	19,659	16,643	15,609	.....
Sioux City	3,413	2,890	5,598	.....

Oklahoma City	2,302	3,241	2,849
Wichita	1,820	5,718	2,237
Denver	41,578	29,708	29,923
St. Paul	2,524	3,469	2,072
Milwaukee	1,117	1,138	1,046
Indianapolis	3,798	3,365	6,964
Cincinnati	7,626	5,519	13,273
Ft. Worth	.....	24,839	13,223
Total	173,738	184,926	159,988

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

### RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., June 21	12,884	2,355	14,145	7,047
Tues., June 22	6,524	2,306	13,552	5,290
Wed., June 23	8,435	1,280	12,080	11,562
Thurs., June 24	5,059	1,309	10,288	8,394
Fri., June 25	2,178	485	7,343	6,086
Sat., June 26	1,500	100	4,000	3,900
Total this week	36,581	7,835	61,408	42,404
Previous week	33,923	7,547	63,413	38,885
Year ago	42,134	7,246	70,930	40,166
Two yrs. ago	28,519	9,585	61,044	38,903

### SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., June 21	2,803	201	2,480	132
Tues., June 22	2,239	194	2,423	.....
Wed., June 23	1,960	36	1,608	.....
Thurs., June 24	1,127	145	1,783	52
Fri., June 25	482	27	2,195	281
Sat., June 26	100	.....	.....	100
Total this week	8,711	603	10,489	565
Previous week	8,473	572	6,096	589
Year ago	12,824	650	9,632	735
Two years ago	8,473	887	8,604	428

### JUNE AND YEAR RECEIPTS.

Receipts thus far this month and 1937 to date with comparisons:

	June 1937.	1936.	1937.	1936.
Cattle	133,433	152,251	929,594	938,800
Calves	31,137	61,851	194,123	193,735
Hogs	232,967	280,491	2,014,457	1,840,581
Sheep	151,173	122,714	1,221,543	1,161,946

### WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended June 26	\$12.55	\$11.25	\$3.75	\$11.50
Previous week	11.95	10.95	3.60	11.70
1936	7.95	10.00	3.50	11.40
1935	9.95	9.00	2.50	8.85
1934	7.50	4.70	1.50	8.50
1933	5.55	4.35	2.35	6.90
1932	7.25	3.50	1.60	5.45
Ave. 1932-1936	\$7.05	\$6.50	\$2.30	\$8.20

### SUPPLIES FOR CHICAGO PACKERS.

	Cattle.	Hogs.	Sheep.
Week ended June 26.....	25,870	50,919	41,939
Previous week .....	25,481	48,387	37,948
1936 .....	29,615	61,785	39,044
1935 .....	20,338	52,933	38,747
1934 .....	53,568	109,567	48,952
1933 .....	32,200	154,700	49,400

## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVIDER show the number of livestock slaughtered at 16 centers for the week ended June 26, 1937.

### CATTLE

	Week ended June 26, 1937	Prev. week.	Cor. week, 1936.
Chicago	24,207	25,073	28,973
Kansas City	33,572	25,520	17,443
Omaha*	18,600	14,312	20,825
East St. Louis	16,367	10,196	18,333
St. Joseph	7,954	5,925	5,424
Sioux City	6,129	4,517	11,527
Wichita*	3,438	4,572	2,585
Fort Worth	14,058	6,540	
Philadelphia	2,122	2,103	2,045
Indianapolis	2,236	1,904	2,451
New York & Jersey City	9,140	8,571	9,720
Oklahoma City*	9,432	8,519	8,536
Cincinnati	4,059	3,781	4,247
Denver	4,046	3,839	3,765
St. Paul	9,567	8,778	13,933
Milwaukee	3,475	3,804	2,574
Total	154,353	145,626	159,221

\*Cattle and calves.

### HOGS

Chicago	59,055	61,267	68,575
Kansas City	10,599	9,575	24,328
Omaha	16,689	13,493	29,746
East St. Louis	28,357	23,694	33,270
St. Joseph	8,195	6,151	11,390
Sioux City	10,682	9,476	27,231
Wichita	2,874	3,327	3,325
Fort Worth	11,485	12,537	13,172
Philadelphia	4,187	4,779	10,421
Indianapolis	27,348	29,949	28,795
New York & Jersey City	2,722	2,906	5,901
Oklahoma City	9,876	10,036	10,877
Cincinnati	2,230	3,438	5,336
Denver	20,132	21,188	28,735
St. Paul	5,966	6,229	7,227
Milwaukee			
Total	221,367	220,377	313,430

### SHEEP

Chicago	38,425	38,397	38,105
Kansas City	20,111	23,910	16,659
Omaha	20,345	18,385	18,915
East St. Louis	24,458	23,895	21,193
St. Joseph	19,659	16,043	15,609
Sioux City	3,513	2,114	5,298
Wichita	1,820	3,718	2,237
Fort Worth	24,839	13,223	
Philadelphia	4,906	4,497	6,129
Indianapolis	1,458	1,308	2,775
New York & Jersey City	61,018	50,471	64,745
Oklahoma City	2,302	3,241	2,849
Cincinnati	11,129	8,828	9,512
Denver	5,004	4,016	5,968
St. Paul	2,524	3,469	2,072
Milwaukee	979	1,136	1,046
Total	217,651	229,327	221,335

## MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

### WESTERN DRESSED MEATS

	NEW YORK.	PHILA.	BOSTON.
STEERS, carcass			
Week ending June 26, 1937	9,046	2,507	2,142
Week previous	9,009	2,770	2,114
Same week year ago	9,887	2,486	2,592
COWS, carcass			
Week ending June 26, 1937	1,932	1,497	2,506
Week previous	1,778½	1,700	2,093
Same week year ago	1,545	879	1,258
BULLS, carcass			
Week ending June 26, 1937	383	629	45
Week previous	363½	653	32
Same week year ago	279	650	20
VEAL, carcass			
Week ending June 26, 1937	13,424	1,528	962
Week previous	13,803	2,225	758
Same week year ago	14,493	1,558	537
LAMB, carcass			
Week ending June 26, 1937	40,444	15,224	14,763
Week previous	44,382	19,786	14,559
Same week year ago	39,339	10,503	12,934
MUTTON, carcass			
Week ending June 26, 1937	3,145	354	588
Week previous	2,433	507	847
Same week year ago	1,600	301	202
PORK CUTS, lbs.			
Week ending June 26, 1937	1,443,678	246,411	206,547
Week previous	1,057,342	253,768	275,988
Same week year ago	1,899,147	357,088	247,302
BEEF CUTS, lbs.			
Week ending June 26, 1937	343,011		
Week previous	370,485		
Same week year ago	299,878		

### LOCAL SLAUGHTERS

CATTLE, head	Week ending June 26, 1937	9,140	2,122	
	Week previous	8,571	2,103	
	Same week year ago	9,726	2,045	
CALVES, head	Week ending June 26, 1937	17,299	3,957	
	Week previous	16,633	3,146	
	Same week year ago	17,089	3,346	
HOGS, head	Week ending June 26, 1937	26,222	11,435	
	Week previous	29,705	12,537	
	Same week year ago	32,376	13,172	
SHEEP, head	Week ending June 26, 1937	61,018	4,906	
	Week previous	50,471	4,497	
	Same week year ago	64,745	6,129	

## ARGENTINE PACT OPPOSED

Resolutions opposing ratification of the Argentine sanitary pact have been passed recently by a number of state cattle producers associations at their annual conventions. Among these were

the Washington Cattlemen's Association, which met at Yakima, Wash.; the Wyoming Stock Growers' Association, at Caspar, Wyo.; Louisiana Cattlemen's Association, at Crowley, La., and Nebraska Stock Growers' Association, at Broken Bow, Neb.

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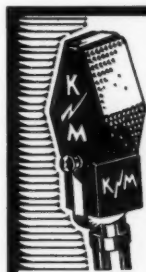
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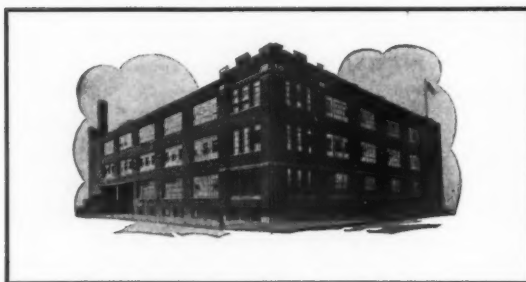
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**L. H. McMURRAY**

Indianapolis, Indiana

# 1937



On this, our thirtieth anniversary, we wish to take this opportunity to thank the many friends who have cooperated and worked with us, and who have played such an important part in the growth and development of our organization.

We look forward to the future with the sincere desire to continue these pleasant relationships, to work with you in an effort for mutual progress.

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President

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## OUR 30<sup>TH</sup> ANNIVERSARY

# UP and DOWN the MEAT TRAIL

## Meat Packing 40 Years Ago

(From The National Provisioner, July 3, 1897.)

Armour and Company announced that it would build a large packing house in South Omaha, Neb., to be as large as the one in Chicago. Nineteen acres of land was purchased and the new plant was to be ready for occupancy on Jan. 1, 1898.

American consul general at Paris reported that no American meats had been consumed by the French army in two years and that none could be purchased in the Paris markets.

Exports from New York for the week ended June 29 included 5,649,209 lbs. of lard and 1,633,600 lbs. of tallow.

Swarzschild & Sulzberger Co. put in a system of 8-in. drive wells about its plant in Kansas City, to which hose could be attached in case of fire.

Contracts were awarded by the Virginia Beef Extract Co., Alexandria, Va., for a new four-story plant to replace one destroyed by fire.

At Omaha stock yards a new sheep barn was erected to house 15,000 sheep daily.

G. H. Hammond Co. established a branch in Spokane, Wash., with G. C. Howe, Omaha, in charge.

Bourbon Stock Yards, Louisville, Ky., built additional cattle and hog pens at a cost of \$150,000.

Dr. Boyd Baldwin was appointed government meat inspector at St. Louis.

## Meat Packing 25 Years Ago

(From The National Provisioner, July 6, 1912.)

During the first six months of 1912 cattle receipts at the principal markets were 400,000 head less than in the same period of 1911. Further indication of shortage was in average weights, which at some markets were 35 to 40 lbs. under the like period a year earlier.

J. S. Bangs, general manager, Swift & Company, So. St. Paul, reported shortage of grass cattle observed in a trip through Western states.

Harris Abattoir Co. began excavation for its new plant at Toronto, Canada.

Herts & Beds Cooperative Bacon factory, Hitchen, England, the first farmers' cooperative bacon factory in that country, was completed at a cost of \$100,000.

John Panzer & Bro., Baltimore, Md., awarded contract for erection of a packing plant.

George Strause, vice-president of

United Dressed Beef Co. of New York, died on July 2, 1912, at the age of 79 years. He was one of the oldest meat packers in the United States, both in years and in length of service.

S. & S. Packing Co. leased plant of Corn Belt Packing Co., Ft. Dodge, Ia.

Taylor Provision Co., Trenton, N. J., erected a new 2-story smokehouse at its Trenton plant.

## Chicago News of Today

Howard R. Medici, vice president of Visking Corp., was recently elected to the board of directors of the Chicago Sales Executives Club.

Ray Stephenson of Hess-Stephenson Co., well known Chicago packinghouse products brokers, spent the past week at his cabin on Pelican Lake in Wisconsin. He reported the fishing poor and the weather rainy but was having a good time.

Provision trading and other activities at the Chicago Board of Trade will be suspended on Monday, July 5. The Board of Trade was open on Saturday, July 3, however. The Chicago livestock market will also be closed on Monday.

Herman Levita, sales manager of Meat Import Co., New York, representing a number of Polish export plants, was a Chicago visitor this week.

Oscar W. Menge, Jacob Dold Packing Co., Buffalo, N. Y., was a visitor in Chicago during the week.

William Kilpatrick, Rath Packing Co., Waterloo, Ia., was a recent visitor in Chicago.

Carlos Garcia Mata, of New York City, who is North American representative of Corporacion Argentina de Productores de Carnes, which is the co-operative livestock producers association of Argentina, called on various Chicago interests during the week.

President W. R. Sinclair, Kingan & Co., Indianapolis, Ind., visited in Chicago during the week.

Charles E. Rextrew, known as "Santa Claus" or "Mr. Eagle" to Swift & Company Chicago plant and office employees, retired on pension June 30 after 37 years as paymaster and 46½ years' service with Swift. One of the best-known and best-liked men in Chicago's Packingtown, he walked over 50,000 miles to deliver over \$300,000,000 in paychecks during his career, and developed an uncanny ability to remember names and faces of hundreds of employees. Commenting at retirement on his experiences, Mr. Rextrew said: "In the old days it was possible to know

practically all the employees by name. Today, we are forced to rely upon knowing them 'by face.' Perhaps the greatest difficulty we have is keeping all of the Browns, Smiths, Jones and Johnsons in the right order. I've also noticed two changes in employees during the last 37 years. First, a great number of men who are now in executive positions got their first checks from me while working as laborers, clerks and in other jobs at the bottom of the ladder. Second, there has been a general improvement in living conditions brought about by increased wages and a greater sense of responsibility. Today, the worker is protecting himself and family with insurance and savings. They seem to be much happier on pay-day." A celebration and banquet was tendered the retiring paymaster on June 30 at Beverly Gardens, where fellow employees paid tribute to his long service. Mr. Rextrew has announced that his retirement activities will begin with a long rest.

## New York News Notes

J. E. Gingher, sausage and lasting flavor department, Wilson & Co., New

## PAYING LAST OF \$300,000,000

Charles E. Rextrew, paymaster for Swift & Company at Chicago, distributing the last paychecks to plant workers before his retirement on June 30. Serving Swift for 46½ years, he walked over 50,000 miles to pay more than \$300,000,000 to fellow employees.



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*for All Makes of Meat Grinders*

If you have trouble with your grinder plates and knives, consult The Old Timer. Send for price lists and information.

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*Member of New York Produce Exchange  
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Improved  
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The Kutmixer is the *modern* method of cutting and mixing. And it is the *safest* method, also! No exposed knives to endanger employees. Automatic feed and automatic mixing for extra safety. Many other exclusive features to help you make better sausage at lower cost. Write for details!

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## **EASY-WAY LOAF FILLER**



when connected to sausage stuffer fills any size loaf pan right. Saves time, pays for itself in short order. No loaf manufacturer should be without one.

Our Perfection Ham and Meat Loaf molds are practical. Made of a patented aluminum alloy which is tough and gives good service. Our molds will give good service when other aluminum molds will be gone and forgotten.

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ATLAS GELATIN**

● PURE

Meets all state and federal pure food regulations.

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... Because of this high jelly strength, it is economical to use.

● TASTELESS

So that the true meat flavor is not obscured.

● TRANSPARENT

so the meats can look their very best.

**SWIFT & COMPANY General Offices: CHICAGO**

York, is spending his vacation at Chicago with his family.

C. E. Slagle, Cudahy Brothers Co., Cudahy, Wis., and Mrs. Slagle are spending part of their vacation in New York.

J. J. McEnroe, pork cuts department; G. H. Johnstone, head credit department; T. M. Galvin and T. J. McCormack, both of the soap works, Armour and Company, Chicago, were visitors in New York last week.

Charles E. Haman, manager, Jacob E. Decker & Sons Sales Co., New York, has just returned from a short vacation spent on his farm in Westchester county, N. Y.

President R. H. Cabell, Armour and Company, Chicago, was a visitor to New York for a few days last week.

Albert Lahr, sales manager, New York Butchers Dressed Meat Company, is spending his vacation with his family in Maine.



## Countrywide News Notes

Several hundred employees of the North Packing & Provision Co. and J. P. Squire & Co. of Boston, Mass., recently held their fourteenth annual joint summer outing. The day's activities included athletic events, a banquet, community sing and dance.

S. C. Bever is remodeling the Burley Ice and Cold Storage Co. plant at Burley, Ida., into a meat packing plant.

Fred Lauder, cattle buyer for Compania Swift Internacional at Buenos Aires, Argentina, was a recent visitor at So. St. Joseph, Mo., where he was formerly located.

Indiana Provision Co., Indianapolis,

Ind., has been taken over by Stark & Wetzel, Inc. of the same city. The president of the company is George W. Stark, the superintendent Erwin K. Wetzel, and the sales manager Frank G. Stark. The firm will continue to slaughter, handle fresh and cured meats and manufacture sausage.

Nuckolls Packing Co., Pueblo, Colo., has announced the resignation of H. L. MacWilliams as general manager. All duties of the general manager will be assumed by the president of the company, Marion Nuckolls. A. D. Curtis, who has been associated with the company for 17 years, will continue as general sales manager. He will be assisted

## GOLF ON THE SIDE

President L. B. Icely of Wilson Sporting Goods Co. shows Thos. E. Wilson why the spinning momentum of the new Wilson Hol-Hi golf ball makes it a golf tournament winner. Famous as meat packer and Shorthorn breeder, many in the industry do not know about Mr. Wilson's other side-line, the Wilson sporting goods business.

by Paul Walkup, formerly manager of the beef department, and who has been with the company for 7 years. Leo Serek, general superintendent of the plant, has been associated with the company for 8 years.

Herman Kuchenbecker has opened a new sausage manufacturing plant and retail store at Prairie du Chien, Wis.

John M. Cowan succeeds D. W. Meservey as advertising manager of the Cellophane division of E. I. du Pont de Nemours & Co. Mr. Cowan has a long and outstanding record in specialized advertising, merchandising and sales promotion activities with Cellophane. Mr. Meservey joins the National Broadcasting Co. in an executive capacity.

R. E. Castator, district sales manager, Wilson & Co., Pasadena, Calif., recently won the grand prize in division 1 in a nationwide contest in the sale of Wilson's "Tender Made" ham. He had the cooperation of local newspapers in working out an intensive advertising and merchandising campaign, the result of which was that his district topped all other sales territories in the country during the period of the campaign.

Fried & Reineman Packing Co., Pittsburgh, Pa., have recently installed a new hog cutting table and belly roller complete in their hog cutting department. The equipment was built by the Globe Company, Chicago, and installed by their Pittsburgh representative, Grover Yeager.



## FIFTY YEARS AND STILL HAPPY

These 50-year veterans of the Ottumwa plant of John Morrell & Co. are still in active service. They are Mike Moffett (at the piano) who received his 50-year certificate and button last fall; back row, left to right: Joseph H. Hanrahan, 58 years continuous service; Oris A. Harry, 56 years; Frank C. Briggs, 55 years; and Zell Zimmerman, 57 years.

## BAN LOSS LEADER SALES

Sale of meat or any other product below cost to destroy or prevent competition is prohibited under Colorado's new unfair practices act. The law is interpreted as barring use of meat products as loss leaders by retailers. It also makes it unlawful for packers, distributors and manufacturers to discriminate between localities in the price of a product unless the difference is based on a variation in cost of transportation, quality or quantity purchased. Special rebates, collateral contracts and other discriminatory practices are also banned.

The Colorado legislature has also passed a fair trade act which legalizes contracts in which manufacturers and distributors agree on a minimum resale price on trade-marked goods. Advertising, offering to sell or selling any product at less than the contract price, whether or not the seller is a party to the contract, is declared unfair competition.

## PRODUCE MARKETS

### BUTTER.

	Chicago.	New York.
Creamery (92 score).....	27½ @ 28½	29½ @ 30½
Creamery (90-91 score).....	27½ @ 28½	27½ @ 29½
Creamery firsts (88-89 score).....	27½ @ 28½	27½ @ 29½

### EGGS.

Extra firsts.....	20½ @ 21
Firsts, fresh.....	20 @ 20½
Standards.....	22½ @ 23

### LIVE POULTRY.

Fowls.....	10 @ 17½	15 @ 21
Fryers.....	19 @ 20	20 @ 22
Broilers.....	15 @ 19	11 @ 20
Turkeys.....	13 @ 15	10 @ 12
Ducks.....	9 @ 12½	7 @ 9
Geese.....	8 @ 11	

### DRESSED POULTRY.

Chickens, 31-42, frozen.....	23 @ 24	23½ @ 24½
Chickens, 43-54, frozen.....	25 @ 26	26 @ 27
Chickens, 55 & up, frozen.....	26½ @ 27½	27 @ 28
Fowls, 31-47, fresh.....	18 @ 19½	19 @ 20½
48-59, fresh.....	20½ @ 21½	21 @ 22½
60 and up, fresh.....	21 @ 21½	22 @ 23
Turkeys, frozen.....	25½ @ 26	22 @ 28

## BUTTER AT FIVE MARKETS

Wholesale prices 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended June 24, 1937:

	June 18.	19.	21.	22.	23.	24.
Chicago.....	30	30	30	30	30	30
New York.....	31	31	30½	30½	30½	30½
Boston.....	31½	31½	31½	31½	31½	31½
Philadelphia.....	31	31	30½	30½	30½	30½
San Francisco.....	33	33	33	33	33	33

Wholesale prices carlots—fresh centralized—90 score at Chicago:

20	20-29½	20	20	20	20
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Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	Since Jan. 1, 1937.	1936.
Chicago.....	76,904	71,507	58,314	1,580,180	1,599,868
N. Y.....	65,761	58,868	67,793	1,577,518	1,722,217
Boston.....	20,747	20,881	22,207	571,607	588,035
Phila.....	17,394	16,757	16,442	517,851	546,756

Total.....180,806 168,013 167,756 4,247,156 4,456,876

Cold storage movement (lbs.):

	In June 24.	Out June 24.	On hand June 25.	Same week day last year.
Chicago.....	652,086	21,906	16,455,077	15,467,442
N. Y.....	410,485	140,149	6,275,258	7,063,479
Boston.....	137,729	17,932	2,868,711	2,754,619
Phila.....	48,286	8,493	1,918,129	2,204,168
Total.....	1,248,586	188,480	27,517,175	27,489,708

## WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on July 1, 1937:

Fresh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS, 300-500 lbs. <sup>1</sup> :				
Choice.....	\$20.00@21.50		\$18.50@20.50	
Good.....	18.00@20.00		15.00@18.50	
Medium.....	15.00@18.00		14.00@15.00	
Common (plain).....	13.00@15.00			
STEERS, 500-600 lbs.:				
Prime.....			21.00@22.00	
Choice.....	20.00@21.50		19.00@21.00	
Good.....	18.00@20.00		15.50@19.00	
Medium.....	15.00@18.00		14.50@15.50	
Common (plain).....	13.00@15.00	\$15.00@16.50		
STEERS, 600-700 lbs.:				
Prime.....		21.50@22.50	22.50@23.50	
Choice.....	21.00@22.00	20.50@21.50	21.50@22.50	\$21.50@22.50
Good.....	19.00@21.00	18.50@20.50	19.50@21.50	19.50@21.00
Medium.....	16.00@19.00	16.50@18.50	16.00@19.50	17.50@19.50
STEERS, 700 lbs. up:				
Prime.....		22.00@23.00	22.50@23.50	
Choice.....	21.00@22.00	21.00@22.00	21.50@22.50	21.00@22.50
Good.....	19.00@21.00	19.00@21.00	19.50@21.50	19.50@21.00
COWS:				
Choice.....			15.50@16.50	
Good.....	14.00@15.50	14.50@16.50	13.00@15.50	13.00@14.50
Medium.....	12.00@13.50	12.50@14.50	11.50@13.00	12.00@13.00
Common (plain).....	11.00@12.00	11.50@12.50		
Fresh Veal:				
VEAL <sup>2</sup> :				
Choice.....	15.00@16.00	16.00@17.00	17.50@18.50	16.00@17.00
Good.....	14.00@15.00	14.50@16.00	16.00@17.50	15.00@16.00
Medium.....	12.50@14.00	13.00@14.50	14.50@16.00	13.50@15.00
Common (plain).....	11.50@12.50	11.50@13.00	13.50@14.50	12.00@13.50
CALF <sup>2</sup> 2:				
Good.....			15.00@16.00	
Medium.....			14.00@15.00	
Common (plain).....			13.50@14.00	
Fresh Lamb and Mutton:				
SPRING LAMB:				
Choice.....	20.00@21.00	21.00@22.00	21.00@22.00	21.00@22.00
Good.....	19.00@20.00	20.00@21.00	20.00@21.00	20.00@21.00
Medium.....	18.00@19.00	18.00@19.50	18.00@20.00	18.50@20.00
Common (plain).....	16.00@18.00	16.00@18.00	16.00@18.00	
YEARLINGS, 40-55 lbs.:				
Choice.....	17.00@19.00	18.00@19.50	18.50@19.50	18.00@19.00
Good.....	16.00@18.00	17.00@19.00	17.50@18.50	17.00@18.00
Medium.....	14.00@16.00	15.00@17.00	16.00@17.50	16.00@17.00
MUTTON, Ewe, 70 lbs. down:				
Good.....	9.00@10.00	10.50@12.00	12.00@13.00	
Medium.....	7.00@ 9.00	9.00@10.50	9.00@12.00	
Common (plain).....	6.00@ 7.00	8.00@ 9.00	8.00@ 9.00	
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.....	25.50@27.50	26.00@27.00	26.50@27.00	26.00@27.00
10-12 lbs. av.....	24.50@26.00	26.00@26.50	26.00@26.50	26.00@27.00
12-15 lbs. av.....	21.50@23.50	24.00@26.00	23.50@24.50	23.00@25.00
16-22 lbs. av.....	18.00@19.50	20.00@23.00		21.00@23.00
SHOULDERS, N. Y. Style, Skinned:				
8-12 lbs. av.....	18.00@19.00		18.50@20.00	
PICNICS:				
6-8 lbs. av.....		18.00@19.00		
BUTTS, Boston Style:				
4-8 lbs. av.....	21.50@23.50		22.50@24.00	22.50@24.00
SPARE RIBS:				
Half Sheets.....	15.50@16.50			
TRIMMINGS:				
Regular.....	13.50@14.00			

<sup>1</sup>Includes helpers, 450 lbs. down, at Chicago.

<sup>2</sup>Includes sides at Boston and Philadelphia.

<sup>3</sup>Includes "skins on" at New York and Chicago.

## NEWS OF THE RETAILERS

John and Edward Finnegan have taken over meat store of their father at Minneota, Minn.

Oscar Carlson is opening a meat store at 3001 No. 23rd st., Milwaukee, Wis.

D. Wilkens meat market at Red Wing, Minn., has been sold to Mike Reier.

Norman Peterson has opened a mod-

ern retail meat store at Baldwin, Wis.

Robert Damrose has purchased business of Minkler grocery and meat market, Craigmont, Ida.

Selnio Veglia has engaged in retail meat business at 363 Grand ave., So. San Francisco, Calif.

David Motley has taken over Paramount meat market at 424 E. Monroe st., Springfield, Ill.

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*Burns Any Gas*

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Loaves and Roasts at Low-  
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\$375 Medium  
\$475 Large  
F.O.B. Factory

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36 loaves or 24 roasts  
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410 E. 49th St., New York City

*Names of users and com-  
plete details on request.*

## STOCKINETTE

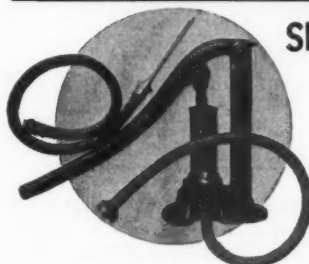
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finer results because cure  
penetrates to bone. No  
souring! Curing process

speeded up 50%. Will pay for itself in  
one season! Ask for proof.



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New "C-B" Track Door

### *The Better Door That Costs No More*

The "C-B" Track Door is  
the only cold storage door  
having the new "C-B"  
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Device (patent pending),  
the biggest improvement  
for twenty-five years in  
Cold Storage Doors.

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also new and exclusive  
improvements found only  
in use on "C-B" Cold  
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plete information.

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CHICAGO, ILL. CINCINNATI, OHIO

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spot in your plant—the spot that gets the toughest  
traffic and that ordinarily breaks up after a few days  
of use. Cleve-O-Cement is guaranteed to give you  
the hardest, toughest patch—equal in serviceability  
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**WATERLOO, IOWA**

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**DRESSED BEEF  
BONELESS BEEF and VEAL**

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317 E. Campbell Ave.

# CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS

Carcass Beef		Cor. week, 1937.	
Week ended June 30, 1937.		1936.	
Prime native steers—			
400-600	22 1/4 @ 23	14 @ 15	
600-800	22 1/4 @ 23	13 1/4 @ 14 1/4	
800-1000	22 1/4 @ 23	13 1/4 @ 13 1/4	
Good native steers—			
400-600	21 @ 22	13 @ 14	
600-800	21 @ 22	13 @ 13 1/4	
800-1000	21 @ 22	12 1/2 @ 13	
Medium steers—			
400-600	18 1/4 @ 19 1/4	12 1/4 @ 12 1/4	
600-800	18 1/4 @ 19 1/4	12 1/4 @ 12 1/4	
800-1000	19 @ 19 1/4	12 1/4 @ 12 1/4	
Helfers, good, 400-600	18 @ 19	12 @ 13	
Cows, 400-600	11 1/4 @ 13 1/4	9 1/4 @ 10 1/4	
Hind quarters, choice	28 1/4 @ 29 1/4	28 1/4 @ 29 1/4	
Fore quarters, choice	16 1/4 @ 17 1/4	16 @ 17	

### Beef Cuts

Steer loins, prime	@ 45	@ 28
Steer loins, No. 1	@ 40	@ 27
Steer loins, No. 2	@ 36	@ 23
Steer short loins, prime	@ 38	@ 28
Steer short loins, No. 1	@ 32	@ 26
Steer short loins, No. 2	@ 44	@ 28
Steer loin ends (hips)	@ 29	@ 18
Steer loin ends, No. 2	@ 28	@ 18
Cow short loins	@ 26	@ 18
Cow short loins (hips)	@ 32	@ 18
Steer ribs, prime	@ 34	@ 18
Steer ribs, No. 1	@ 31	@ 16
Steer ribs, No. 2	@ 27	@ 14
Cow ribs, No. 1	@ 11 1/2	@ 11 1/2
Cow ribs, No. 2	@ 15	@ 11
Steer rounds, prime	@ 22	@ 15 1/2
Steer rounds, No. 1	@ 21 1/2	@ 15
Steer rounds, No. 2	@ 21	@ 14 1/2
Steer chucks, prime	@ 17	@ 11 1/2
Steer chucks, No. 1	@ 16 1/4	@ 11
Steer chucks, No. 2	@ 16 1/4	@ 10 1/2
Cow rounds	@ 17	@ 11
Cow chucks	@ 14	@ 9 1/4
Steer plates	@ 8 1/2	@ 8 1/2
Medium plates	@ 12	@ 8
Briskets, No. 1	@ 18 1/4	@ 11 1/4
Steer navel ends	@ 10	@ 7
Cow navel ends	@ 9 1/4	@ 7
Fore shanks	@ 10 1/4	@ 7
Hind shanks	@ 8	@ 6
Strip loins, No. 1 bbls.	@ 72	@ 40
Strip loins, No. 2	@ 55	@ 30
Sirloin butts, No. 1	@ 35	@ 21
Sirloin butts, No. 2	@ 27	@ 18
Beef tenderloins, No. 1	@ 80	@ 50
Beef tenderloins, No. 2	@ 65	@ 45
Rump butts	@ 15	@ 12 1/2
Flank steaks	@ 24	@ 18
Shoulder clods	@ 14 1/4	@ 13 1/4
Hanging tenderloins	@ 12	@ 12
Insides, green, 5@8 lbs.	@ 16 1/4	@ 15 1/4
Outsides, green, 5@6 lbs.	@ 14 1/4	@ 15 1/4
Knuckles, green, 5@6 lbs.	@ 17	@ 15 1/4

### Beef Products

Brains (per lb.)	@ 8	@ 5
Hearts	@ 12	@ 9
Tongues	@ 18	@ 18
Sweetbreads	@ 16	@ 15
Ox-tail, per lb.	@ 19	@ 6
Fresh tripe, plain	@ 9	@ 9
Fresh tripe, H. C.	@ 11 1/4	@ 11 1/4
Livers	@ 18	@ 18
Kidneys, per lb.	@ 10	@ 10

### Veal

Choice carcass	@ 15	@ 16
Good carcass	@ 12	@ 14
Good saddles	@ 18	@ 19
Good racks	@ 13	@ 14
Medium racks	@ 10	@ 11

### Veal Products

Brains, each	@ 9	@ 9 1/4
Sweetbreads	@ 35	@ 35
Calf livers	@ 30	@ 35

### Lamb

Choice lambs	@ 21	@ 22
Medium lambs	@ 19	@ 19
Choice saddles	@ 25	@ 25
Medium saddles	@ 22	@ 21
Choice foies	@ 17	@ 21
Medium foies	@ 18	@ 21
Lamb fries, per lb.	@ 30	@ 32
Lamb tongues, per lb.	@ 15	@ 15
Lamb kidneys, per lb.	@ 20	@ 20

### Mutton

Heavy sheep	@ 6	@ 6
Light sheep	@ 9	@ 10
Heavy saddles	@ 8	@ 8
Light saddles	@ 11	@ 11
Heavy foies	@ 4	@ 4
Light foies	@ 7	@ 8
Mutton legs	@ 14	@ 15
Mutton loins	@ 10	@ 10
Mutton steaks	@ 6 1/4	@ 6
Sheep tongues, per lb.	@ 12 1/4	@ 12 1/4
Sheep heads, each	@ 10	@ 10

## Fresh Pork, etc.

Pork loins, 5@10 lbs. av.	@ 27	@ 22
Picnic shoulders	@ 17	@ 16 1/2
Skinned shoulders	@ 18	@ 16
Tenderloins	@ 35	@ 28
Spare ribs	@ 15	@ 11 1/2
Back fat	@ 14	@ 11
Boston butts	@ 23	@ 20
Boneless butts, cellar trim, 2@4	@ 26	@ 24 1/4
Hocks	@ 11	@ 10
Tails	@ 12	@ 9
Neck bones	@ 6	@ 3 1/4
Slip bones	@ 13	@ 13
Blade bones	@ 14	@ 12 1/4
Pigs' feet	@ 5	@ 4
Kidneys, per lb.	@ 8	@ 10
Livers	@ 10	@ 8
Brains	@ 8	@ 12
Ears	@ 6	@ 4
Snouts	@ 7	@ 6
Heads	@ 8	@ 7
Chitterlings	@ 5 1/4	@ 5

## DRY SALT MEATS

Clear bellies, 14@16 lbs.	@ 16 1/4	@ 16 1/4
Clear bellies, 18@20 lbs.	@ 16 1/4	@ 16 1/4
Rib bellies, 25@30 lbs.	@ 16 1/4	@ 16 1/4
Fat backs, 10@12 lbs.	@ 13	@ 13
Fat backs, 14@16 lbs.	@ 14	@ 14
Regular plates	@ 13 1/4	@ 13 1/4
Jowl butts	@ 14	@ 14

## WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment	24% @ 25%	
Fancy skd. hams, 14@16 lbs., parchment	24% @ 25%	
Standard reg. hams, 14@16 lbs., plain	23 1/4 @ 24	
Picnics, 4@8 lbs., short shank, plain	21 @ 22	
Picnics, 4@8 lbs., long shank, plain	20 @ 21	
Fancy bacon, 6@8 lbs., parchment paper	23 @ 24	
Standard bacon, 6@8 lbs., plain	23 @ 24	
No. 1 beef ham sets, smoked		
Insides, 8@12 lbs.	27 @ 28	
Outsides, 6@9 lbs.	25 @ 26	
Knuckles, 5@9 lbs.	25 @ 26	
Cooked hams, choice, skin on, fattened	@ 38 1/4	
Cooked hams, choice, skinless, fattened	@ 40	
Cooked picnics, skin on, fattened	@ 27	
Cooked picnics, skinless, fattened	@ 28 1/4	

## BARRELED PORK AND BEEF

Mess pork, regular	@ 30.50
Family back pork, 24 to 24 pieces	@ 29.00
Family back pork, 35 to 45 pieces	@ 29.00
Clear back pork, 40 to 50 pieces	@ 29.50
Clear plate pork, 25 to 35 pieces	@ 24.00
Bean pork	@ 28.00
Brisket pork	@ 30.00
Plate beef	@ 20.50
Extra plate beef, 200-lb. bbls.	@ 21.00

## VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$21.00
Lamb tongue, short cut, 200-lb. bbl.	\$1.50
Regular tripe, 200-lb. bbl.	\$2.00
Honeycomb tripe, 200-lb. bbl.	\$2.50
Pocket honeycomb tripe, 200-lb. bbl.	\$1.00

## LARD

Prime steam, cash, Bd. trade	@ 11.90
Prime steam, loose, Bd. trade	@ 11.40
Refined lard, tierces, f.o.b. Chgo.	@ 13
Leaf, kettle rendered, tierces, f.o.b. Chicago	@ 13 1/4
Neutral, tierces, f.o.b.	@ 12 1/2
Compound, veg., tierces, c.a.f.	@ 12 1/2

## OLEO OIL AND STEARINE

Extra oleo oil	12 1/4 @ 12 1/4
Prime No. 2 oleo oil	11 1/4 @ 12
Prime oleo stearine, edible	9 @ 9 1/4

## VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b.	7 1/4 @ 8 1/4
Valley points, prompt	10 1/4 @ 10 1/4
White deodorized, in bbls., f.o.b. Chgo.	10 1/4 @ 10 1/4
Yellow, deodorized	10 1/4 @ 10 1/4
Soap stock, 50% f.f.a. f.o.b. mills	2 1/4 @ 2 1/4
Soya bean oil, f.o.b. mills	7 1/4 @ 7 1/4
Corn oil, in tanks, f.o.b. mills	8 1/4 @ 8 1/4
Cocoonat oil, sellers' tanks, f.o.b. coast	4 1/4 @ 5
Refined in bbls., f.o.b. Chicago	nom. 10

## OLEOMARGARINE

(F. O. B. CHICAGO.)

White domestic vegetable margarine	@ 15
White animal fat margarine, in 1 lb. cartons, rolls or prints	@ 15
Nut, 1-lb. cartons	@ 12 1/4
Pure lard (water churned)	@ 13 1/4
(milk churned)	@ 14 1/4

## DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. carton	@ 29 1/4
Country style sausage, fresh in link	@ 24 1/4
Country style sausage, fresh in bulk	@ 22 1/4
Country style sausage, smoked	@ 27 1/4
Frankfurters, in sheep casings	@ 25 1/4
Frankfurters, in hog casings	@ 23 1/4
Bologna in beef bungs, choice	@ 19 1/4
Bologna in beef middles, choice	@ 19 1/4
Liver sausage in beef rounds	@ 17 1/4
Liver sausage in hog bungs	@ 19 1/4
Smoked liver sausage in hog bungs	@ 20 1/4
Head cheese	@ 19 1/4
New England luncheon specialty	@ 26
Mixed luncheon specialty, choice	@ 28
Tongue sausage	@ 28
Blood sausage	@ 18
Sausage	@ 20
Polish sausage	@ 24

## DRY SAUSAGE

Cervelat, choice, in hog bungs	@ 41
Thuringer cervelat	@ 23
Farmer	@ 29
Holsteiner	@ 28
B. C. salami, choice	@ 38
Milano, salami, choice in hog bungs	@ 38
B. C. salami, new condition	@ 23
Frisses, choice, in hog middles	@ 36
Genoa style salami, choice	@ 46
Pepperoni	@ 34
Mortadella, new condition	@ 21 1/4
Capicola	@ 48
Italian style hams	@ 38
Virginia hams	@ 43

## SAUSAGE IN OIL

Bologna style sausage, in beef rounds—	
Small tins, 2 to crate	\$6.00
Frankfurt style sausage, in sheep casings—	
Small tins, 2 to crate	\$7.75
Smoked link sausage, in hog casings—	
Small tins, 2 to crate	\$7.00

## SAUSAGE MATERIALS

(F. O. B. CHICAGO.)

Regular pork trimmings	@ 13 1/4
Special lean pork trimmings	@ 19 1/4
Extra lean pork trimmings	@ 21
Pork cheek meat	@ 14 1/4
Pork hearts	@ 10
Pork livers	@ 10
Native boneless bull meat (heavy)	@ 13
Shank meat	@ 11 1/4
Boneless chucks	@ 11 1/4
Beef trimmings	@ 10 1/4
Beef cheeks (trimmed)	@ 10 1/4
Dressed canners, 350 lbs. and up	@ 8
Dressed cutter cows, 400 lbs. and up	@ 8 1/4
Dr. bologna bulls, 600 lbs. and up	@ 9 1/4

## CURING MATERIALS

Nitrite of soda (Chgo. w'hee stock):	Cwt.
In 425-lb. bbls., delivered	\$ 9.00
Salt peter, less than ton lots:	
Dbl. refined granulated	6.40
Small crystals	7.40
Medium crystals	7.75
Large crystals	8.15
Dbl. ref'd gran. nitrate of soda	3.50
Salt, per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:	
Granulated	6.80
Medium, undried	9.30
Medium, dried	9.80
Rock	6.80
Sugar—	
Raw, 96 basis, f.o.b. New Orleans	@ 3.48
Second sugar, 90 basis	None
Standard gran., f.o.b. refiners (2%)	@ 4.70
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	@ 4.20
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	@ 4.00
Dextrose, in car lots, per cwt.	@ 4.11

(Continued on page 55.)

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

100 SOUTH LA SALLE STREET

CHICAGO, ILL.

# BEFORE YOU BUY

*Investigate* WHAT THESE PACKERS OFFER

## HONEY BRAND

HAMS—BACON  
DRIED BEEF



## HYGRADE

Beef—Veal  
Lamb—Sausage

***HYGRADE'S Original WEST VIRGINIA HAM***

**HYGRADE FOOD PRODUCTS CORP.** 30 Church St.  
New York, N.Y.



*Philadelphia Scrapple a Specialty*

**John J. Felin & Co., Inc.**

4142-60 Germantown Ave., Philadelphia, Pa.  
New York Branch: 407-409 West 13th Street

Hams  
Bacon  
Lard  
Delicatessen

# Dold

**NIAGARA BRAND  
HAMS & BACON**

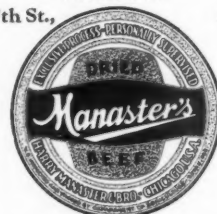
SHIPPERS OF STRAIGHT AND MIXED CARS OF  
**BEEF - PORK - SAUSAGE - PROVISIONS**  
**BUFFALO - OMAHA - WICHITA**

## Harry Manaster & Bro.

1018-32 W. 37th St.,

Chicago, U. S. A.

Choicest  
Sausage  
Material



Selected  
Beef  
Cuts

**WHOLESALE MEATS**

## Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS

WHOLESALE SLAUGHTERERS OF

CATTLE, HOGS, SHEEP AND CALVES

U. S. GOVERNMENT INSPECTION

ALLENTOWN, PA.

## Partridge

**PORK PRODUCTS—SINCE 1876**

**The H. H. MEYER PACKING CO.**

Cincinnati, Ohio

# PROFIT

*by Purchasing*

Straight and Mixed Cars of Fresh and Cured  
*from*

## PORK PRODUCTS

UNION STOCK YARDS

**THE P. BRENNAN COMPANY**

CHICAGO, ILLINOIS

## Chicago Markets

(Continued from page 53.)

### SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.
	Per lb.	Per lb.
Allspice, Prime	15	16 1/2
Resifted	15 1/2	17
Chili Pepper, Fancy	22	23 1/2
Chili Powder, Fancy	27	28
Cloves, Amboyna	20	21
Madagascar	20	23 1/2
Zanzibar	21 1/2	24
Ginger, Jamaica	18 1/2	20
African	19	20
Mace, Fancy Banda	65	70
East India	60	65
E. I. & W. I. Blend	15	16
Mustard Flour, Fancy	22 1/2	23 1/2
No. 1	15	16
Nutmeg, Fancy Banda	26	28
East India	22	23
E. I. & W. I. Blend	19 1/2	20 1/2
Paprika, Extra Fancy	29	30
Fancy	24	25
Hungarian, Fancy	24	25
Peppina Sweet Red Pepper	26 1/2	27 1/2
Pimiento (230-lb. bbls.)	28 1/2	29 1/2
Pepper, Cayenne	28	29
Red Pepper, No. 1	10 1/2	11 1/2
Pepper, Black Aleppo	7	8
Black Lampong	11	12 1/2
Black Tellicherry	12	13 1/2
White Java Muntok	12	13 1/2
White Singapore	11 1/2	12 1/2
White Packers	12 1/2	13 1/2

### SEEDS AND HERBS

	Whole.	Ground.
	Per lb.	Per lb.
Caraway Seed	9 1/2	11 1/2
Celery Seed, French	22	26
Cominos Seed	10 1/2	13
Coriander Morocco Bleached	8 1/2	8 1/2
Coriander Morocco Natural No. 1	7	8 1/2
Mustard Seed, Cal. Yellow	9	11
American	8	10
Marjoram, French	20	24
Oregano	17	20
Sage, Dalmatian Fancy	8 1/2	10
Dalmatian No. 1	8	9 1/2

### SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack	@.18
Domestic rounds, 140 pack	@.29
Export rounds, wide	@.38
Export rounds, medium	@.27
Export rounds, narrow	@.39
No. 1 weasands	@.05
No. 2 weasands	@.05 1/2
No. 1 bungs	@.10
No. 2 bungs	@.15
Middles, regular	@.35
Middles, select, wide, 2@2 1/2 in.	@.40
Middles, select, extra wide, 2 1/2 in. and over	@.85
Dried bladders:	
12-15 in. wide, flat	.80
10-12 in. wide, flat	.70
8-10 in. wide, flat	.50
6-8 in. wide, flat	.35
Hog casings:	
Narrow, per 100 yds.	2.40
Narrow, special, per 100 yds.	2.30
Medium, regular	2.00
English medium	1.80
Wide, per 100 yds.	1.35
Extra wide, per 100 yds.	1.25
Export bungs	.28
Large prime bungs	.22
Medium prime bungs	.16
Small prime bungs	.11
Middles, per set	.18
Stomachs	.08

## NEW YORK MARKET PRICES

### LIVE CATTLE

Steers, good	\$12.75@14.00
Cows, common to medium	7.00@ 8.50
Cows, low cutter and cutter	5.25@ 6.75
Heifers	8.50@ 9.50
Bulls, cutter to medium	5.50@ 7.50
Bulls, good, sausage	7.60@ 7.75

### LIVE CALVES

Vealers, good to choice	\$11.50@11.80
Vealers, medium to good	10.50@10.75
Vealers, common	6.00@ 7.50

### LIVE HOGS

Hogs, good to choice, 100-210-lb.	\$12.00@12.25
Pigs, 125-lb.	@10.90

### LIVE LAMBS

Lambs, good and choice, spring	\$11.75@12.00
Ewes, shorn	3.00@ 4.50

### DRESSED BEEF

City Dressed.	
Choice, native, heavy	21 @24
Choice, native, light	21 @23
Native, common to fair	18 1/2 @20 1/2

### Western Dressed Beef.

Native steers, 600@800 lbs.	21 @23
Native choice yearlings, 440@600 lbs.	20 @22
Good to choice heifers	18 @19
Good to choice cows	16 @17
Common to fair cows	13 @14
Fresh bologna bulls	11 1/2 @12 1/2

### BEEF CUTS

	Western.	City.
No. 1 ribs	26 @28	27 @30
No. 2 ribs	25 @26	25 @26
No. 3 ribs	21 @22	22 @24
No. 1 loins	42 @46	45 @50
No. 2 loins	35 @38	36 @40
No. 3 loins	28 @30	30 @34
No. 1 hinds and ribs	25 @27	26 @29
No. 2 hinds and ribs	23 @25	25 @28
No. 1 rounds	21 @22	21 @22
No. 2 rounds	@20	20 @21
No. 3 rounds	18 @19	18 @19
No. 1 chucks	@19	@19
No. 2 chucks	@18	@18
No. 3 chucks	@17	@17
Bolognas	11 1/2 @12 1/2	
Rolls, reg. 6@8 lbs. av.	23 @25	
Rolls, reg. 4@6 lbs. av.	18 @20	
Tenderloins, 4@6 lbs. av.	50 @60	
Tenderloins, 6@8 lbs. av.	50 @60	
Shoulder clods	12 @14	

### DRESSED VEAL

Good	16 @17
Medium	15 @16
Common	14 @15

### DRESSED SHEEP AND LAMBS

Lambs, spring, prime	22 1/2 @23 1/2
Lambs, spring, good	21 @22 1/2
Lambs, 38 lbs. down	21 @22 1/2
Sheep, good	10 @12
Sheep, medium	8 @10

### DRESSED HOGS

Hogs, good and choice (90-140 lbs.)	\$17.25@18.00
-------------------------------------	---------------

### FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.	@28
Pork tenderloins, fresh	@37
Pork tenderloins, frozen	@35
Shoulders, Western, 10@12 lbs. av.	@19
Butts, boneless, Western	@26
Butts, regular, Western	@24
Hams, Western, fresh, 10@12 lbs. av.	@26
Picnic hams, West. fresh, 6@8 lbs. av.	@19
Pork trimmings, extra lean	@24
Pork trimmings, regular 50% lean	@17
Spareribs	@14

### SMOKED MEATS

Regular hams, 8@10 lbs. av.	26 @27
Regular hams, 10@12 lbs. av.	25 1/2 @26 1/2
Regular hams, 12@14 lbs. av.	25 @26
Skinned hams, 10@12 lbs. av.	26 1/2 @27
Skinned hams, 12@14 lbs. av.	25 1/2 @26
Skinned hams, 16@18 lbs. av.	25 @25 1/2
Skinned hams, 18@20 lbs. av.	25 @25 1/2
Picnics, 4@6 lbs. av.	19 @20
Picnics, 6@8 lbs. av.	19 @20
City pickled bellies, 8@12 lbs. av.	23 @24
Bacon, boneless, Western	23 @29
Bacon, boneless, city	23 @29
Rollettes, 8@10 lbs. av.	21 @22
Beef tongue, light	21 @22
Beef tongue, heavy	23 @24

### FANCY MEATS

Fresh steer tongues, untrimmed	16c a pound
Fresh steer tongues, l. c. trimmed	28c a pound
Sweetbreads, beef	35c a pound
Sweetbreads, veal	70c a pair
Beef kidneys	12c a pound
Mutton kidneys	4c each
Livers, beef	29c a pound
Bacon, 14c a pound	
Beef hanging tenders	25c a pound
Lamb fries	12c a pair

### BUTCHERS' FAT

Shop Fat	\$3.25 per cwt.
Breast Fat	4.00 per cwt.
Edible Suet	5.75 per cwt.
Inedible Suet	4.50 per cwt.

### GREEN CALFSKINS

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 Veals	1.9	2.05	2.90	2.95	3.40
Prime No. 2 Veals	1.8	2.45	2.70	2.75	3.10
Buttermilk No. 1	1.16	2.35	2.60	2.65	
Buttermilk No. 2	1.15	2.20	2.45	2.50	
Branded Gruby	9	1.85	1.50	1.55	1.80
Number 3	9	1.55	1.50	1.55	1.80

### BONES AND HOOFS

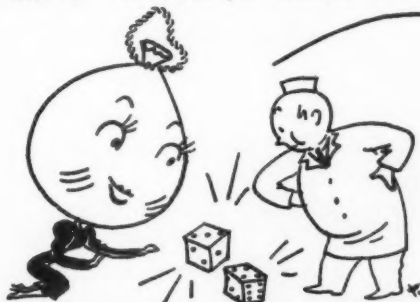
	Per ton.
Round shins, heavy, delivered basis	\$80.00
light, delivered basis	70.00
Flat shins, heavy, delivered basis	65.00
light, delivered basis	60.00
Thighs, blades and buttocks	60.00
White hoofs	50.00
Black and striped hoofs	40.00

### COOPERAGE

(Prices at Chicago.)

Ash pork barrels, black hoops	\$1.47 1/2 @1.50
Ash pork barrels, galv. hoops	1.55 @1.57 1/2
Oak pork barrels, black hoops	1.37 1/2 @1.40
Oak pork barrels, galv. hoops	1.45 @1.47 1/2
White oak ham tierces	2.32 1/2 @2.35
Red oak lard tierces	2.07 1/2 @2.10
White oak lard tierces	2.17 1/2 @2.20

Susie Sausage says:-



A natural! Just like Natural Casings!

**S. OPPENHEIMER & Co., Inc.**

610 Root Street Chicago 470 Washington Street New York

# Classified ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

## Position Wanted

### Refinery Expert

with twenty years' experience in refining and hydrogenation of vegetable oils, manufacturing oleomargarine and shortenings, desires position with progressive company where careful training and thorough workmanship will show results. W-784, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Salesman

Salesman, traveling for a manufacturer of lunch loaf containers, would like to take on a line of flour or other items on commission basis. Can produce results and offer best of references. W-797, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Sausagemaker

Young man experienced in manufacture full line sausage products, specialties, boiled and baked hams, loaves; curing and smoking hams and bacon. Can turn out uniform quality products at reasonable costs. Go anywhere on trial. Married. References. Moderate wages. W-796 THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Plant for Sale

On account of the proposed dissolution of the Company, the packing plant of the

C. G. KRIEL COMPANY,  
BALTIMORE, MARYLAND

is offered for sale. The Company has a large well-established business and has enjoyed an enviable record for more than 100 years. Capacity for slaughtering 1500 hogs daily. Near railroad.

Apply to

FREDERICK J. SINGLEY,  
215 NORTH CHARLES STREET,  
BALTIMORE, MD.

**TAKE ADVANTAGE of these  
OPPORTUNITIES**

## Men Wanted

Salesman to call on Italian dry sausage and cheese trade in greater New York. Must know trade, experienced, be aggressive. Answer in detail by letter, giving full qualifications. No telephone call. J. S. Hoffman Co., Inc., 189 Franklin St., New York City.

### Artery Pumper Wanted

Position open for man experienced in artery pumping briskets, tongues, hams, picnics, etc. No other experience necessary. W-799, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Business Opportunities

### Sausage Plant—Pork Products

For sale, sausage manufacturing, pork products. Sales over \$400,000 in 7 months, all wholesale. Fully equipped plant, A-1 condition. Fine farming community. 9 trucks, 17 routes, employ 34. Established 32 years. Valuable trade name. Stand strict investigation. Selling on account of health. Terms. Apple Co., Brokers, Cleveland, Ohio.

### Miami Packing Plant

Partner wanted in old established, largest slaughter house in South Florida. Complete butchering plant for about 100 cattle daily, chill room, cooler and freezer. Party must be experienced in selling. State amount able to invest. Atlantic Butchers Corp. Box 273, Hialeah, Fla. Phone Canal 89.

## Equipment for Sale

### Rebuilt Equipment for Sale

Item No. 9 One No. 6 "Boss" silent cutter with 25-hp. motor.

Item No. 17 One 150-ton Thomas-Albright top discharge hydraulic crackling press with 20 in. x 30 in. curb.

FS-790, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Used Packinghouse Equipment

For sale, 24-ton Frick ice machine with steam engine. Brownell boiler, Gem City boiler, Permutit water softener, cattle scale, track scales, pumps, lard cooking tank, blowers, tallow tanks, other items. For list and full particulars write to Geo. H. Alten, P. O. Box 426, Lancaster, Ohio.

## Equipment for Sale

### Used Sausage Machinery

No. 57-T "Buffalo" self-emptying cutter  
No. 43-T "Buffalo" self-emptying cutter

No. 43 "Buffalo" silent cutter

No. 38 "Buffalo" silent cutter

500 lb. "Buffalo" stuffer

200 lb. "Buffalo" stuffer

400 lb. Randall stuffer

No. 56-B "Buffalo" Grinder

1,000 lb. "Buffalo" Mixer

400 lb. "Buffalo" Mixer

Thoroughly overhauled, A-1 condition. FS-793, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Used Equipment

Packer will dispose of following surplus equipment, in first class condition:

50 white oak curing vats, 1,500 lbs.

100 new metal hog gams.

100 hog trolleys to go with gams.

100 single short beef hooks with rollers, for sales cooler.

Terms on application. FS-794, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Used Equipment for Sale

3 Anderson No. 1 Oil Expellers, motor driven, with 15-H.P., AC motors, complete with tempering apparatus; 2 Anderson RB Expellers: two 4 ft. x 9 ft. Mechanical Mfg. Co. Lard Rolls; 1 Albright Neli 2 1/2 ft. x 6 ft. Jacketed Dryer; 3 Bartlett & Snow Jacketed Digesters or Tankage Dryers; one 24 in. x 20 in. Type "B" Jeffrey Hammer Mill; one 24 in. x 16 in. Gruendler Hammer Mill; 2 Jay-Bee Hammer Mills, No. 2, No. 3, for Cracklings; 2 Mechanical Mfg. Co. Double Arm Meat Mixers; 1 Buffalo No. 23 Silent Cutter; 1 No. 41 Enterprise Meat Chopper; 1 "Boss" No. 166 Meat Chopper. Miscellaneous: Cutters, Grinders, Melters, Cookers, Rendering Tanks, Hydraulic Presses, Kettles, Pumps, etc. What have you for sale? Send us a list.

CONSOLIDATED PRODUCTS COMPANY  
14-19 Park Row, New York, N. Y.  
Shops and Plant  
331 Doremus Ave., Newark, N. J.

### Bacon Slicer

For sale, Link-Belt power bacon slicer, General Electric motor, 3-phase, 60-cycle, 220-volts, 2-HP. Good condition. Shipped on trial. One year to pay. Wilmington Provision Co., Wilmington, Del.

## Wilmington Provision Company

### TOWER BRAND MEATS

Slaughterers of Cattle, Hogs,  
Lambs and Calves

U. S. GOVERNMENT INSPECTION

WILMINGTON

DELAWARE



## Liberty Bell Brand

Hams—Bacon—Sausages—Lard—Scrapple  
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

# UNITED DRESSED BEEF COMPANY J. J. HARRINGTON & COMPANY City Dressed Beef, Lamb and Veal, Poultry

Oleo Oils  
Stearine  
Tallowes

Stock Foods  
Calf Heads  
Cracklings

Pulled Wool  
Pickled Skins  
Packer Hides

Calf Skins  
Horns  
Cattle Switches

## Selected Beef and Sheep Casings

43rd & 44th Streets  
First Ave. and East River

NEW YORK CITY

Telephone  
Murray Hill 4-2900

## To Sell Your Hog Casings in Great Britain

communicate with  
**STOKES & DALTON, LTD.**  
Leeds 9 ENGLAND

## FRANK A. JAMES

21-23 FARRINGTON ROAD, LONDON, E. C. 1

Cable Address: - - JAMMETHO SMITH, London

**We are large Buyers all the year  
round of all grades of Hog Casings**

Cable Offers: - - C. I. F. LONDON

## W. J. KEMPNER, LTD.

Quality Sausage Casings

47-53 St. John St., Smithfield, London, E. C. 1.

Cables: Supplant, London

**Continuous Buyers of Quality Hog Casings  
in Carload Lots**

Phone Gramercy 5-3665

## Schweisheimer & Fellerman

Importers and Exporters of  
**SAUSAGE CASINGS**

Selected Hog and Sheep Casings a Specialty  
Ave. A, cor. 20th St. New York, N. Y.

## HARRY LEVI & COMPANY, INC.

IMPORTERS

EXPORTERS

### SAUSAGE CASINGS

625 Greenwich St.  
NEW YORK, N. Y.

723 West Lake St.  
CHICAGO, ILL.

## THE CUDAHY PACKING CO.

PRODUCERS, IMPORTERS AND EXPORTERS OF

## Sausage Casings

221 NORTH LA SALLE STREET CHICAGO, U. S. A.

## SAUSAGE

is Finer Tasting  
in Natural Casings

## SALZMAN CASINGS CORP.

4021 Normal Ave., Chicago, Illinois

*"The Skins You Love to Stuff"*

## Early & Moor, Inc. SAUSAGE CASINGS

Exporters

139 Blackstone St.

Importers

Boston, Mass.



Selected  
Sausage Casings

Attention

For YOUR Pork Sausage Use  
OUR Graded SHEEP CASINGS

## MAY CASING COMPANY, INC.

FORMERLY M. J. SALZMAN CO., INC.

619 West 24th Place, Chicago, Ill.

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in this issue of

## THE NATIONAL Provisioner



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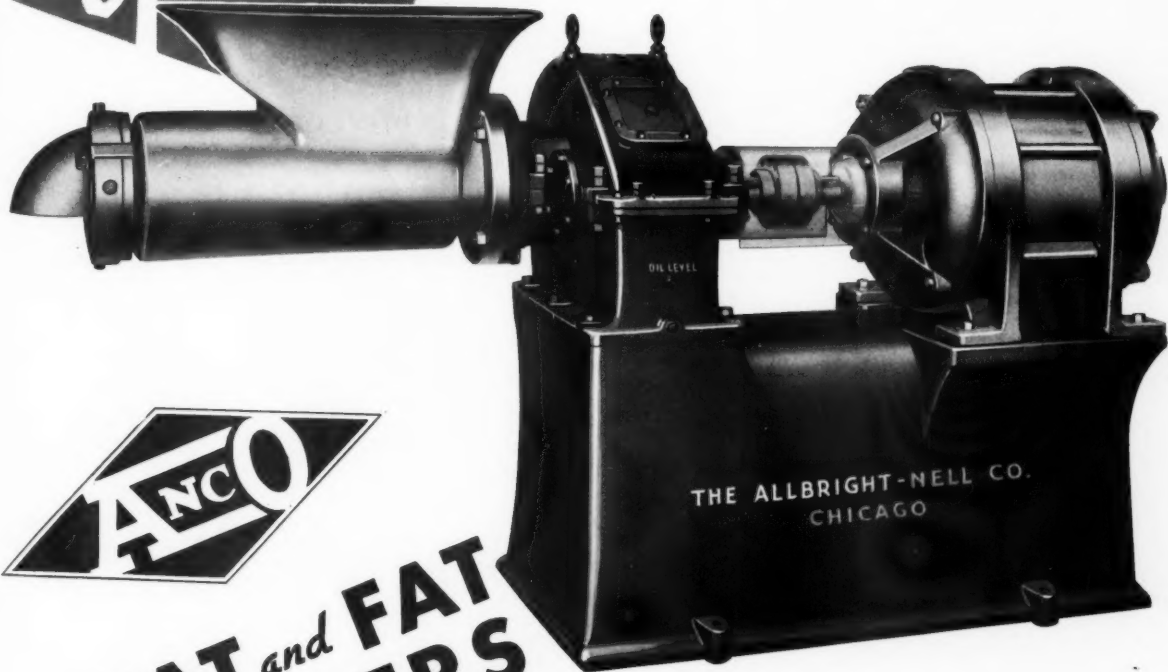
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If all the companies listed here were to go out of business tomorrow the result to you would be disastrous. Substitute sources of equipment, supplies and services would have to be sought, and while they were being found—if they ever could be found—your operations would be seriously crippled, your losses would be terrific. It takes years to build up and make available what these firms offer—years in the crucible of actual use, prompt delivery, continuous improvement, and the satisfying of hundreds of customers.

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- TIMKEN BEARINGS
- HEAVY CONSTRUCTION
- NO FRICTION OR MASHING

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